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Index to Statistics 1706
Subscriptions, Advertisements, Reprints 1706
Indonesia – a market for the future 1709
British Travel Association transfer funds, etc. to British Tourist Authority 1710
Mr. Wedgwood Benn on Government's Statistical Service-to-industry activities 1711
Report on Weights and Measures Act 1963 1712
Weights and measures – orders affecting Jersey and Northern Ireland 1712
Consideration of mergers by DEP 1712
Temporary exemption from import duty 1712
The Import Duties (Temporary Exemptions) (No. 9) Order 1969 1712
ECGD accounts for financial year 1968-9 1712
CBI report on British membership of EEC 1712
Applications for temporary exemption from import duty 1713
Import Deposits – New print of Form C & E 139 1713
EFTA (Drawback) (Amendment) Regulations 1969 1713
UK imports of frozen fish fillets from EFTA countries 1713
'Productivity, Prices and Income Policy after 1969' 1713
Amendments to the consolidated list subject to security export control 1714
'BNEC NEWS': 'Target California' 1714
'Latin America has enormous growth potential' 1714
Emphasis on exports in NEDC Study 1714
How to record successes? 1714
ABCC merchanting trends inquiry 1714
Parliamentary Answers 1715
Parliamentary anwers on aviation and shipping 1716
Government surplus sales by auction 1717

STATISTICS

The economy: selected indicators 1718
Trends in insurance companies investment 1719
Trends in private pension funds' investment 1720
Machine tool orders reach record level 1721
Registration of British and foreign films 1722
Index of industrial production for October 1723
Census of production for 1969 1723
Household food consumption and expenditure, 1967 1723
Business Monitor 1724
Textile and clothing industries: orders and deliveries 1724
Output of the wool textile industry 1725
Production in the cotton industry 1725

EXHIBITIONS AND FAIRS

BoT help for United Kingdom exhibitors abroad in 1970 1726
Successful scientific instruments exhibition in Warsaw 1726
Helsinki 'Physicians' Days' boost sales of UK pharmaceutical products 1726

OVERSEAS TRADE AND EXPORTS

TRADE AND FINANCIAL ARRANGEMENTS

Austria and Rumania. Greece and Japan. Greece and Poland. Hints to businessmen booklets 1727
Opportunities for exporters – calls for tender – agency inquiries, market reports, etc. 1728
Export Missions and Tours 1732
Export Orders 1732
British industry and exports cover five continents 1734

TARIFF, CUSTOMS AND EXPORT REGULATIONS IN OVERSEAS COUNTRIES

Brazil: Imports of equipment for adapting vehicles for physically handicapped 1743
Ceylon: New customs notifications 1737
Chile: Customs schedule amendments 1743
European Communities: Common agricultural policy. Rules of competition. Tariff quota in the EEC 1735
Greece: Import deposits on passenger motor vehicle 1736
New Zealand: Customs tariff inquiry: floor coverings. Tariff changes: articles of base metal 1742
Malaysia: Import control (1) (2) 1741
Panama: Agency legislation 1743
Portugal: Import of polyvinyl chloride 1736
South Africa: Change in the metric system. Customs tariff changes 1736
South Yemen: Trade agreements 1736
Spain: Import duty suspension: chick-peas and beans 1735
United States: Control of air pollution from motor vehicles 1744
USSR: Correspondence with Commercial Department of British Embassy, Moscow 1741

Any late announcements not index on this page will be found at the top of the following page.

Front cover photograph

The olefines plant at ICI's Wilton Works, Teesside, has a capacity of 450,000 tons/year of ethylene and is the largest single-stream unit in the world. The major portion of ethylene produced is used at Wilton by ICI to make 'Alkathene', which is exported on a world-wide scale. Some of the ethylene is pumped through the trans-Pennine pipeline direct to an ICI plant at Runcorn where it is converted into vinyl chloride, which is later converted into PVC. Liquid ethylene is exported at minus 103° C by two specially-built refrigerated ships to the Rozenburg Works of ICI (Holland) NV near Rotterdam, where it is made into polythene for sales in the European Common Market. Other products which come from the olefines plant are propylene used in the manufacture of polypropylene and solvents for the paint industry, and butadiene used in the manufacture of synthetic rubbers.

A large proportion of the products manufactured from olefines produced at Wilton are exported as plastics materials for conversion into finished goods, and many of the finished goods produced in the United Kingdom from ICI raw materials are also exported.

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last Published*
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	22 Oct. 1969
Mileage and traffic (A)	9 July 1969
Trade by air (6-M)	22 Oct. 1969
Balance of payments:	
Trends in invisible transactions (Q)	10 Dec. 1969
UK balance of payments (Q)	10 Dec. 1969
Bankruptcy orders (A)	12 Nov. 1969
Business names registered (A)	7 Feb. 1969
Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	17 Dec. 1969
Industry's investment intentions (3 times a year)	22 Oct. 1969
Manufacturing industry. Census of production (A)	20 Dec. 1968
Catering trades turnover (M)	17 Dec. 1969
Chemical industries production (6-M)	17 Jan. 1969
Companies:	
Acquisitions and mergers (Q)	5 Nov. 1969
Income and finance (Q)	10 Dec. 1969
New companies registered:	
Gt. Britain (M)	17 Dec. 1969
N. Ireland (M)	26 Nov. 1969
Computers:	
UK computer market (Q)	22 Oct. 1969
Construction work overseas (A)	15 Oct. 1969
Credit:	
Instalment credit business (M)	10 Dec. 1969
International trade credit (A)	3 Sept. 1969
Electronic industry:	
Electronic capital equipment deliveries research and development (Q)	5 Nov. 1969
Engineering and electrical goods:	
Deliveries of certain products (Q)	1 Oct. 1969
Production exports and orders (M)	26 Nov. 1969
ECGD business (Q)	3 Dec. 1969
Film industry:	
British Film Fund Agency returns (M)	19 Nov. 1969
Cinema admissions and takings (M)	17 Dec. 1969
Film rentals charged to exhibitors (A)	3 May 1969
Overseas payments and earnings (A)	5 Nov. 1969
Registration of films (A)	24 Jan. 1969
Trends in film going (A)	16 July 1969
Food:	
Consumption levels (A)	30 July 1969
Household consumption (Q)	29 Oct. 1969
Footwear industry orders and deliveries (M)	17 Dec. 1969
Foreign trade:	
Commonwealth trade (A)	7 July 1969
EFTA trade (Q)	17 Dec. 1969
Trends in export of manufactures (A)	17 Sept. 1969
Industrial countries trade and production (Q)	5 Nov. 1969
Foreign trade of the UK:	
Direct orders (A)	3 Sept. 1969
Unit value and volume index nos. (M)	10 Dec. 1969
Value of overseas trade (M)	17 Dec. 1969
Value of overseas trade: analysis of trends (Q)	19 Nov. 1969
Gold and convertible currency reserves (M)	10 Dec. 1969
Hairdressing trades turnover (M)	17 Dec. 1969
Hire purchase:	
Assets and liabilities of finance houses (Q)	19 Nov. 1969
Business (M)	10 Dec. 1969
Industrial building (Q)	5 Nov. 1969
Industrial development certificates approved (Q)	25 April 1969
Industrial development certificates refused (A)	9 July 1969
Industrial production:	
Index nos. (M)	26 Nov. 1969
N. Ireland index (M)	26 Nov. 1969
Insurance companies:	
Assets (A)	30 July 1969
Transactions (Q)	This week
Investment and earnings overseas (A)	9 May 1969
Laundries and dry cleaners turnover (M)	17 Dec. 1969
Machine tools, deliveries and orders (M)	This week
Man-made fibres:	
Analysis of production (A)	4 April 1969
Analysis of production (Q)	5 Nov. 1969
Production (M)	10 Dec. 1969
Motor industry:	
Car and commercial vehicle production (M)	10 Dec. 1969
Motor trades turnover (M)	17 Dec. 1969
Office development permits (Q)	12 Nov. 1969
Partnerships registered (A)	7 Feb. 1969
Pension funds:	
Assets (A)	30 July 1969
Trends in private pension funds investment (Q)	This week
Retail prices index (M)	26 Nov. 1969
Retail trades:	
Index nos. (M)	10 Dec. 1969
N. Ireland index (M)	3 Dec. 1969
Royalty transactions (A)	14 May 1969
Shipping:	
Movement at UK ports (M)	17 Dec. 1969
Nationality of vessels in UK sea-borne trade (A)	27 Dec. 1968
Stocks:	
Distributive and service trades (A)	7 Mar. 1969
Industry's stocks (Q)	17 Dec. 1969
Manufacturing industry. Census of production (A)	20 Dec. 1968
Retail (M)	17 Dec. 1969
Television:	
Overseas payments and earnings (A)	5 Nov. 1969
Textiles:	
Clothing and textile orders and deliveries (M)	This week
Cotton production (M)	This week
Wholesale houses sales (M)	17 Dec. 1969
Wool exports (Q)	19 Nov. 1969
Wool output (M)	This week
Tourism:	
International tourism (A)	27 Aug. 1969
UK tourist traffic (M)	3 Dec. 1969
Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1969
Index nos. (M)	17 Dec. 1969

Board of Trade Departments, etc.

Subjects	*Last published*
Board of Trade addresses	13 Aug. 1969
Board of Trade regional organization	1 Oct. 1969
British and Commonwealth chambers of commerce and other British business organization overseas	10 Nov. 1968
British commercial representatives overseas	1 Oct. 1969
Customs notices of interest to exporters	26 Nov. 1969
Directory of Board of Trade departments and their work	29 Mar. 1968
ECGD local offices	23 July 1969
Half-yearly index – Jan.-June 1969	30 July 1969
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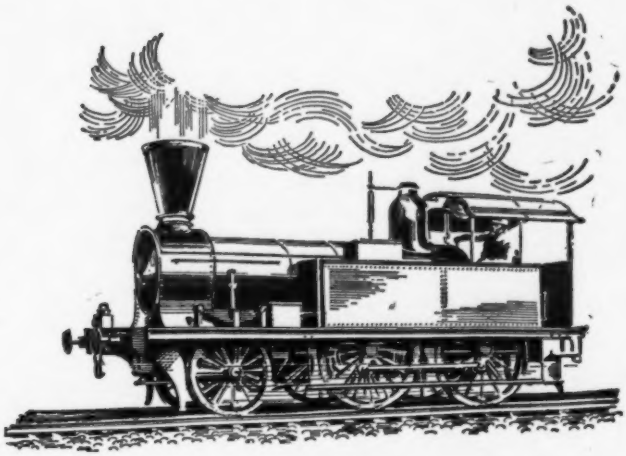

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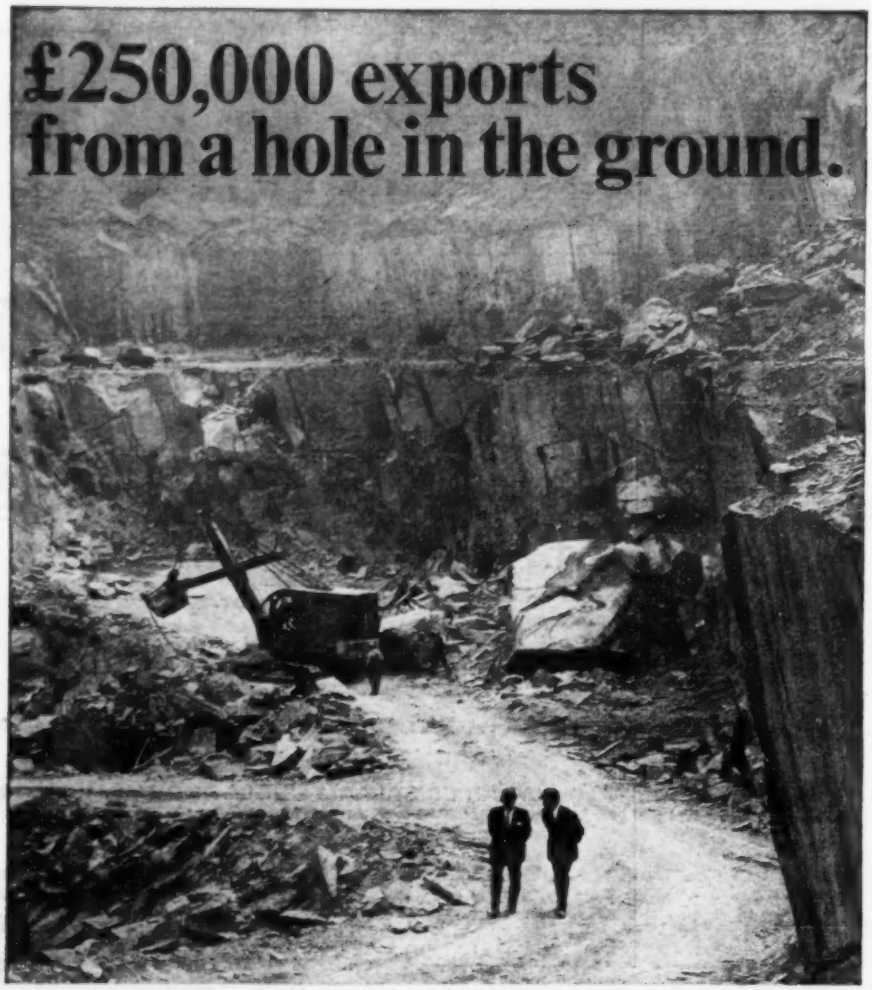

Whatever your product, you'll find growth markets overseas. This is the view of managing director David W, whose marketing company has revived a pre-1914 tradition of large-scale slate exporting. We talked to him at a slate quarry in Furness.

Interviewer: What are the outlets for slate these days?

David W: Mostly roofing and flooring, and facing for churches, office blocks, underpasses, any kind of largish construction. Insulating switchboards is another application, and many new ones are on the way. We think slate granules have an interesting future on roofing felts. Almost all our export slate is going for building.

Slate is expensive to ship. Was this why the export trade died?

David W: The very high labour content for loading killed exports after 1914. When we began looking at exporting again in 1965, we designed a special collapsible loading box. That, combined with new methods of mechanical loading, put the thing back on a viable basis.

What made you re-start exporting in 1965?

David W: The economic doldrums at home, and a shortage of slate in France.

You started there, but now you've expanded into other markets?

David W: We're also selling in Denmark, Holland, Germany, Iceland — and now U.S.A., which has very big potential. We were up to £250,000 overseas last year, and we think we can double that in time.

How do you develop a new market?

David W: We get help from the British Embassies and we appoint an agent.

Has your ECGD cover helped you expand?

David W: We very soon found we needed this. Each cargo we ship is worth around £20,000 and we often have two cargoes outstanding. If a customer defaulted we'd be in bad trouble. We also plan to use the ECGD comprehensive bank guarantee so that we can raise bank finance for exports at Bank Rate. It's expensive building up export markets. We're very glad of this help through ECGD.

Are you optimistic about the future?

David W: In this trade you take the long view. The first shipment of slate from this quarry was in 1688. Its peak production year was 1863. With a lot of effort, we might begin to approach that size of output again in the nineteen-seventies.

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EBC 104

Indonesia—a market for the future

By Douglas Brown, Commercial Secretary, British Embassy, Djakarta

INDONESIA HAS the fifth largest population of the world, with about 115 million inhabitants. It is, therefore, potentially a valuable market with considerable reserves of labour; is rich in mineral resources such as oil and natural gas, tin, bauxite, and nickel; and is an important producer of primary products such as rubber, copra, palm oil, coffee, tea and tobacco. It is also an important rice growing country, and although current production does not meet domestic demand, with the use of new strains, fertilizers, and insecticides, and an increased area under cultivation, it could become a big exporter.

Per capita income, however, is still very low (about US $80 per head, per annum, as compared with just over US $1,000 per head in Japan). To raise the standard of living involves enormous problems. The sheer size and nature of the country, between 13,000-14,000 islands, stretching in a huge crescent over a distance of some 3,000 miles, imposes major problems of communication; so that Indonesia is not one market but several, of which the most important are the islands of Java, having 70 per cent of the total population, and Sumatra, producing 70 per cent of the nation's foreign exchange earnings.

Years of inflation have eroded capital resources in both the state and private sectors, and Indonesia is largely dependent on foreign aid for development in the public sector. Nevertheless, Indonesia's own foreign exchange earnings from her exports are expected to be of the order of US $700 million in 1969. Imports from Britain, on 1968 figures, are only about US $15 million – excluding indirect exports through Singapore, for example, for which there are no figures, but which are believed to be substantial. This compares unfavourably with the figure of about US $60 million in the pre-Confrontation days of 1961, and there is clearly plenty of scope for improvement.

A British Leyland Motor Corporation bus supplied to Indonesia, in Djakarta.

Current economic position and prospects

The first objective of the Soeharto government when it came to power in March 1966, was to achieve stability. This has been achieved, and the Indonesian economy has turned a corner. For the past nine months the general level of domestic prices and exchange rates has been virtually stable. There is now not only an urgent need, but also an opportunity with fewer risks than before, to get the economy moving again.

Inevitably, progress on the long-term problems of the economy will be slow. The problem of the relations between the centre and the regions complicate any national plan. But, the country's leaders are deeply aware of these problems and are moving quietly towards reform within the obvious political constraints. They are dedicated men of the highest calibre and merit our support. That is why the group of Western powers and Japan, known as the IGGI (the inter-governmental group on Indonesia) were ready to find the large amount of US $500 million requested by Indonesia in aid for the current year.

Five-year plan

To get the economy moving the Soeharto government formally embarked on a five year plan for economic development, on April 1, 1969. This is modest in aim and has as its priority targets the development of agriculture, infra-structure and forestry, the rehabilitation of the textile industry, and investment in mining, power and in industries in support of the agricultural sector. It will be, in practice, a series of five one-year plans within a general five-year framework. Each year, the detailed plans for the succeeding year will be formulated in the light of the progress of earlier years. The Plan is, and has to be, flexible because it is heavily dependent on foreign aid, budgeted for annually by the IGGI countries. To the extent that this is bilateral-aid, tied to the exports of the donor country, the opportunities for the sale of British capital goods to the public sector are limited, Britain's contribution being only a disbursement of £3 million in 1969/70. But there will be opportunities for British exporters in the disbursement of multilateral aid. For example, World Bank loans to Indonesia so far total US $51 million and other substantial loans are on the way. The first of these loans was for US $5 million for irrigation. This has been fully committed. Another is for US $28 million for the improvement of highways, the greater part of which will be spent on equipment. A third is for the rehabilitation of State plantations, which will involve machinery, fertilizers, and so on. Contracts are still open in each case. A further loan, currently being negotiated, is expected to be for US $15 million for rehabilitation of the power distribution network for Djakarta. All these projects fall within the priority targets of the five year plan, and by and large these targets represent the main opportunities for British exports to the public sector in the five years ahead.

Private sector

There are three types of foreign exchange for imports: foreign exchange known (for historical reasons) as 'bonus export certificates', or 'general' BE, which can be used to import all goods on the essential (BE) import list; tied bilateral foreign aid sold through foreign exchange banks as 'aid' BE, which can be used to import

(*Continued on next page*)

INDONESIA — A MARKET FOR THE FUTURE, *continued.*

the more essential items on the BE list; and supplementary foreign exchange known as DP, which can be retained or freely transferred abroad and used to import luxury goods. Whereas there are three types of foreign exchange, in practice there are only two exchange rates for general trading. At the time of going to press these were Rupiahs 326 to the US dollar for 'general' and 'aid' BE, and Rupiahs 379 to the US dollar for DP.

Trading at the BE rate of exchange is on a 'cash' basis. Because the purchasing power of the people is low, trading in the private sector is therefore difficult. The government is operating a tight money policy and supplier credit is not allowed (other than for imports paid for with the more expensive DP). So that doing business means finding the man with the cash. This demands a sustained effort on the spot, and for this reason our principal competitors are well represented in Indonesia by their own nationals. Good Indonesians agents are hard to come by and, by and large, Indonesian firms are not good at answering letters. The good firms are, in most cases, already handling more agencies than they can carry efficiently. If British exporters have no previous experience of the country, they will find it extremely difficult to enter this market by correspondence.

British goods have good reputation

British goods have a good reputation, and Indonesians are very brand conscious. The present generation still remember British brand names, many of which were excluded from Indonesia during the Confrontation period. They would like to see them back here again. But, so long as the manufacturers of these goods do not have representatives on the spot who can produce catalogues, and quote prices quickly, the buyer with the cash will turn elsewhere.

Another problem facing would-be Indonesian importers is delivery dates. As "BE" imports have to be paid for on a cash basis (the foreign exchange being purchased and letter of credit opened before the goods are shipped), most importers are reluctant to tie up money for several months. For goods from Britain, this is all-too-frequently as long as six to 12 months, or even longer. During this time, the importer could be earning interest on his cash at around three per cent per month on time deposit with one of the State banks. Or, if he has had to borrow from a private bank to open the letter of credit, he may be paying interest at five per cent per month, or more. The pre-payment of import duty on certain categories of goods imported with "general" BE aggravates this situation. Once an Indonesian importer has tied up his funds in a letter of credit, the earliest possible delivery of the goods is vital to the profitability of the transaction. Delays in delivery can do irreparable harm to an exporter's reputation. There are obvious advantages, in these circumstances, in making the maximum use of centres such as Singapore from which goods can be delivered in days, rather than months. British exporters should also consider using the bonded warehouse facilities recently started in Djakarta.

There are a number of Indonesian firms whose credit record and financial standing is beyond question. Selling to these firms on consignment with DP, or without cover, i.e. without a letter of credit being opened before shipment, is possible. But this has to be entirely a matter of personal trader-to-trader trust. This basis for trading is regularly employed by Chinese traders, and frequently by our Japanese and German competitors as well. They are able to do this because of their knowledge of the market through their large representation on the spot by their own nationals.

There are, however, opportunities in the intermediate stage between trading on a 'cash' basis, and trading without cover. This is with cover from outside Indonesia where a letter of credit, or bank guarantee, is issued by an approved bank outside Indonesia: for example, in Hong Kong, Singapore, or Amsterdam. British exporters should look for these opportunities.

The Indonesian Government allocates to the regional governments, to use as they wish, 10 per cent of the export earnings originating from the respective regions. This is known as ADO. British exporters should also look for opportunities in this sector. As Sumatra earns the greatest amount of foreign currency, the opportunities for trading with ADO in Sumatra are greater than elsewhere in Indonesia.

Foreign investment

Foreign capital is welcome in Indonesia, and one of the main features of the foreign investment law No. 1 of 1967 is the willingness of the Indonesian authorities to negotiate on any matter with a would-be foreign investor. Despite this, the volume of foreign capital investment in the manufacturing (as opposed to the extracting) industries has disappointed the government. This is no doubt partly due to the frustrations of dealing with disinterested government officials at the middle and lower levels, to the difficulties visitors experienced in making appointments, and to the generally unfavourable image presented to the visitor by Djakarta. Also, the absence of reliable statistics make any form of market survey extremely difficult. Negotiations can be very protracted, and they certainly need patience. But, if British firms see opportunities, they should not delay. If opportunities are not quickly taken the chance may well be lost. Indonesia is receiving an increasing number of inward missions from competitor nations, most of whom spend a great deal more time investigating the possibilities than do those from Britain.

Conclusion

The Indonesian market is not yet receiving from Britain the attention which its potential merits. Although the immediate prospects are limited, in the medium-to-long-term the rewards could be considerable. The foundations for this need to be laid now. We need a greater representation in Indonesia by British nationals, and visitors should try and allow time to visit Medan, in North Sumatra, if they are interested in trade, and Surabaja, in East Java, if they are interested in investment. Djakarta is not Indonesia.

British Travel Association transfer assets, etc., to British Tourist Authority

THE British Travel Association have announced that an Extraordinary General Meeting in London on December 11 approved the terms for the transfer to the British Tourist Authority of all the funds, assets and liabilities of the Association. This follows an agreement between the Association and the Authority which has been negotiated with the Board of Trade.

The approval for the transfer given at the meeting on December 11, means the way is now clear for a smooth transfer of the Association's responsibilities to the Authority with effect from January 1, 1970.

Lord Geddes, chairman of the British Travel Association, told the meeting that it would be necessary for the Association to continue in being for some months to come in order to complete the handover formalities. He recalled that at the Association's Annual General Meeting in October there had been a general feeling among members that the Association should continue in existence as a consultative body. Accordingly, arrangements had been made to allow time for members to decide for themselves the long-term future of the Association.

Lord Geddes said that he and other members of the Board would remain in office until such time as the future of the Association had been decided. It was proposed to convene a further General Meeting as early as possible in 1970 to decide what should be done.

He said it was in the interests of members of the Association – and, indeed, all concerned with tourism – to give every support to the British Tourist Authority established under the Development of Tourism Act.

Lord Geddes extended very warm thanks to the Association's President, Lord Exeter, to members of the Board, to all who had served on the Association's Committees and Council, and to all members of the Association who had given freely of their time and expertise to bring about the great march forward in tourism which had been seen over recent years. He said that all concerned could take pride and satisfaction in a job well done and in handing over a successful concern to the British Tourist Authority.

CONFERENCE ON 'MANAGEMENT DECISION THROUGH INFORMATION'

Mr. Wedgwood Benn on Government's statistical service-to-industry activities

HALF THE TOTAL budget of the Government Statistical Service is accounted for by service-to-industry activities, Mr. Anthony Wedgwood Benn, Minister of Technology, told the opening session of the 'Management Decision Through Information' two-day conference at Imperial College, London, on December 16.

'In other words', he added, 'there can be no doubt that the Government is just as concerned with getting statistical information to managements – the right sort of information, in the right amount of detail and (as far as possible) at the right time – as it is with gathering and processing this information to help with its own decision making.'

The conference was sponsored jointly by the Ministry of Technology and The Thomson Organization Limited. It was held to enable managing directors and their senior colleagues in British industry, commerce and government to assess the potential of the new information resources.

In the course of his address, Mr. Benn said: 'In recent years, Government has increasingly recognized a responsibility to provide statistical information as well as to seek it. Indeed, the provision of a statistical service *for* industry is referred to explicitly in the Statistics of Trade Act, 1947. Since then the volume of published statistics, stemming from several departments, has increased steadily.

'For example, the *Business Monitor* series, designed to supply statistical information to industrial firms on a more selective basis and in greater detail than is possible in the *Board of Trade Journal*, was started in 1962. It now includes 70 titles and the total number of issues sent out is about 200,000 a year.

Mr. Benn went on: 'We have, of course, a lot further to go yet. We are still very concerned about the time it takes to get out statistics such as those of the Census of Production, which are published only every five years but in considerable detail, or of the Index of Industrial Production which is a single figure but published monthly. Part of the difficulty is that, however fast the computers work, the processes of interpretation of input and output depend upon human beings. Also, it must be said that data from industry, on which the whole system depends, does not come in as promptly as it might. If I could take one example from my own department, our comprehensive engineering inquiry is the basis of the monthly index of industrial production for the mechanical, instrument and electrical engineering industries. The information is also published in a slightly different form, showing the level of activity in the industry, in terms of deliveries and orders.

'If we could persuade firms to make their return a week earlier we should have a very significant increase in the coverage at the time when we try to produce the first provisional figures. In some cases it would make the difference between being able to publish a figure in which we have some faith and publishing no figure at all.

'There are also what might be called problems of housekeeping, both within Government and within industry. There is obviously a need for a Central Register of all the units in industry which make returns to Government departments and for uniformity on classification between departments so that different sets of figures can be sensibly compared.'

Referring to other categories of information that influence management decisions – information relating to R & D, design, production, marketing, location of industry and so on, Mr. Benn said that 'here, too, the Government was concerned that industry should get the information services that it needed – productivity and advisory services designed to meet specific industrial requirements. An impressive display of the range and output of these services were on view on the Government stand in the exhibition outside the hall.

'Most of these services are quite young,' Mr. Benn added. 'Several of them have been created by my own Ministry over the past two or three years. The aim has been to identify specific industrial needs and problems like those of computerization, automation, and so on, and then to tailor services to meet them.'

The organizers stated that this was the first British exhibition and conference devoted exclusively to the subject of information-retrieval and its application to management.

The conference was fully booked with some 600 delegates representing a cross-section of industrial, educational and national and local government management throughout the United Kingdom. Eleven sessions were held, including papers from 14 speakers and three discussion periods.

Associated with the conference, the exhibition 'Infofair' – which sold out all available space within three weeks of the first announcement – ran for three days and occupied 7,000 sq. ft. in the Great Hall at Imperial College. Forty firms were represented and displayed a complete range of the services and products associated with the techniques of information retrieval and storage and its applications.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page

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Report on Weights and Measures Act 1963

THE BOARD OF TRADE and the Minister of Technology have presented to Parliament a joint report on their proceedings under the Weights and Measures Act 1963.

This report covers the period up to March 31, 1969. It describes the main duties laid upon the Board of Trade and the Minister of Technology by the Act and indicates how they have been carried out. It gives details of the statutory instruments which have been made, many of which relate to weighing or measuring equipment for use for trade. The report also lists changes in the number of local authorities which enforce the Act and contains information about the number of offences relating to equipment and goods for which proceedings have been taken by local weights and measures authorities.

The report (House of Commons Paper No. 47) was published on December 16. Copies are available from HMSO, price 3s., or 3s. 5d., by post.

Note: Under the Transfer of Functions (Weights and Measures) Order 1966 (SI 1966, No. 1411) certain responsibilities of the Board of Trade were transferred to the Minister of Technology.

Weights and measures — orders affecting Jersey and Northern Ireland

TWO NEW ORDERS under the Weights and Measures Act, 1963, affecting Jersey and Northern Ireland were published on December 16.

The principal effects of these Orders are that from January 1, 1970

(a) Goods destined for Northern Ireland or Jersey, which are currently exempt from certain requirements of the Weights and Measures Act, 1963, will cease to be exempt.

(b) Weighing and measuring equipment which has been validly stamped in accordance with the law of Northern Ireland or Jersey can be used for trade in Great Britain without having to be re-stamped by a weights and measures inspector.

The two Orders are The Weights and Measures (Jersey) Order, 1969 (SI 1969 No. 1752) and The Weights and Measures (Northern Ireland) Order, 1969 (SI 1969 No. 1753). Copies of these Orders can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches, price 6d. each (10d. each by post from HMSO, PO Box 569, London, S.E.1).

Note:

The Weights and Measures Act, 1963, does not extend to Jersey or to Northern Ireland, which have their own weights and measures legislation. The Act, however, provides that Northern Ireland, any of the Channel Islands or the Isle of Man can be designated, if the Board of Trade, having regard to the law for the time being in force in that country, thinks it proper to do so. The legislation in Jersey and Northern Ireland is now very similar to that existing in Great Britain.

Consideration of mergers by DEP

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, has announced that on the information at present before her it is not intended to refer the following proposed transactions to the Monopolies Commission under the provisions of the Monopolies and Mergers Act, 1965:

The proposed merger between Aeroquip Corporation (USA) and Super Oil Seals and Gaskets Ltd.

The proposed arrangements for the exchange of certain businesses between B. T. R. Leyland Industries Ltd. and Turner Brothers Asbestos Company Ltd.

Temporary exemption from import duty

A TREASURY ORDER coming into operation on January 1, 1970, exempts from import duty, or continues such exemption for a large number of goods (mainly chemicals). In most cases exemption is till January 1, 1971.

The goods are detailed in a Schedule to the Order. The Schedule identifies those items newly exempt, items exempt until a date earlier than January 1, 1971, and those items already subject to temporary exemption which appear under a modified description.

The Order also continues until July 2, 1970, the partial exemption for photographic film of cellulose acetate.

Copies of the Order, The Import Duties (Temporary Exemptions) (No. 9) Order 1969, S.I. 1969 No. 1751, are obtainable from HMSO, price 5s. 6d., by post 6s. 0d.

The Import Duties (Temporary Exemptions) (No. 9) Order 1969

THE TREASURY has made the Import Duties (Temporary Exemptions) (No. 9) Order, 1969 (S.I. 1969 No. 1751).

This Order provides that the goods listed in Schedule 1 shall be exempt, or shall continue to be exempt, from import duty until January 1, 1971, except for items for which an earlier day is specified. Description of those goods which were not exempt at the date of this Order are marked * and relate to certain chemicals.

Some goods the exemption of which is continued by this Order appear under a modified description. These items are marked †.

The Order also continues until July 2, 1970, the partial exemption for photographic film base of cellulose acetate.

The Order comes into operation on January 1, 1970, and has been published as Statutory Instrument 1969 No. 1751.

Copies of the Order are obtainable direct from HM Stationery Office.

ECGD accounts for financial year 1968-69

TRADING ACCOUNTS published by HM Stationery Office* show that the Export Credits Guarantee Department made a surplus of £8,660,210 on 'commercial' business (Section 1 of the Export Guarantees Act, 1949**) during the financial year ended March 31, 1969, increasing the cumulative balance from £56,721,464 to £65,381,674. This balance represents the 'underwriting reserve' in respect of risks underwritten and outstanding at that date amounting to some £1,739 millions.

Premium income for the year was £10,577,725 (compared with £8,316,661 in the previous year). Operating expenses were £3,485,497 (compared with 3,055,476). Claims paid amounted to £12,158,742 (compared with £15,044,955) of which it is estimated that about three quarters will eventually be recovered. Recoveries during the year amounted to £9,394,005 (compared with £8,294,111).

Business under Section 2 of the Act

Guarantees given 'in the national interest' (Section 2 of the Export Guarantees Act, 1949) "for the purpose of encouraging trade with countries outside the United Kingdom' and outstanding amounted to £898 millions (compared with £719 millions). The account shows a surplus for the year of £4,716,274 (compared with £3,326,493) resulting in a credit balance on cumulative account at March 31, 1969 of £28,647,795.

Provisional figures for the year 1968/69 were announced by the Secretary of the Department on June 2.

Note:

*Trading Accounts and Balance Sheets 1968-69 HMSO 11s.

**The Export Guarantee Act, 1949, authorized ECGD to conduct business either (under Section 1) after consultation with its Advisory Council, or (under Section 2) where expedient in the national interest (there being no obligation to consult the Advisory Council). Business under Section 1 is referred to as 'commercial'.

CBI report on British membership of EEC

A REPORT on the costs and implications of British entry into the Common Market will be published in the New Year by the Confederation of British Industry. Draft copies of the 60,000-word document 'Britain in Europe, a Second Industrial Appraisal', are being sent to the CBI's 12 regional councils, trade associations linked to the CBI and to the Confederation's members.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by January 7, 1970.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
39.02	Poly(vinyl chloride), bulk - polymerized, uncompounded, of which not more than 0·1% by weight is retained by a sieve having a nominal width of aperture of 250 microns	Polyvinyl chloride (PVC) mass homopolymer	December 31 1970	13315
85.14	Monolithic integrated-circuit linear amplifiers having a voltage gain of 80 decibels, and rated power output of 3 milliwatts, of a kind for incorporation in deaf aids, with five connection terminals each side, of a length not exceeding ·257 inches, of a width exclusive of terminals not exceeding ·147 inches and of a thickness not exceeding ·040 inches	Integrated circuit amplifier	December 31 1970	10655

Import Deposits—New print of Form C & E 139

THE COMMISSIONERS of Customs and Excise announce that a revised print of the Import Deposit Statement, Form C & E 139, has been prepared for use with entries presented to Customs on and after January 1, 1970. This revision can be readily distinguished from the current print by two black bars and the designation 'C & E 139 (Revised)' in the top right-hand corner. Supplies of the revised form are now available.

The revised form is to be completed in the same way as the current print except that the eight digit Tariff/Trade code number for the goods on which import deposit is being paid must be inserted in the box provided in the form. Where the entry covers goods of more than one Tariff/Trade code number, the code number to be entered is that which relates to the highest individual value of goods on which import deposit is being paid.

There is also provision in the form for the depositor to insert his reference number to help him identify the repayment when it is sent to him.

The current print of the Import Deposit Statement is to be used until December 31, 1969: after that date, because of statistical requirements, only the revised print can be accepted by Customs.

James Neill and Company (Sheffield) Limited recently held a five-day course on their 'Eclipse' tools for a number of their Belgian distributors. The course was given in French and was also attended by Mr. Alexandre Wyns, their Belgian agent. The party are shown here visiting the small saw department at James Neill's works at Napier Street in Sheffield.

EFTA (Drawback) (Amendment) Regulations 1969

THE EFTA (Drawback) (Amendment) Regulations 1969, published on December 23 (SI 1969 No. 1797), further amend the EFTA (Drawback) Regulations 1966.

The 1966 Regulations generally debar goods of EFTA origin from receiving EFTA tariff treatment on importation into the United Kingdom if they have benefited from drawback or equivalent relief in the EFTA country in which they underwent their last process of production. They provide an exception, however, described in Regulation 3 (h), for goods where the f.o.b. value does not exceed a specified amount. The amending Regulations increase that amount from £30 to £50.

Copies of the EFTA (Drawback) (Amendment) Regulations 1969 can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches, or by post from HMSO, PO Box 569, London, S.E.1 (price 4d. or 8d. by post).

UK imports of frozen fish fillets from EFTA countries

IT WAS REPORTED in last week's *Journal* (page 1640) that, following agreement on a new regime to be applied to imports into the United Kingdom of frozen fish fillets from EFTA, an appropriate instrument removing the duty re-imposed in November 1968 would be laid before Parliament in due course.

The Treasury, on the recommendation of the Board of Trade, have now made an Order under the Import Duties Act 1958, which removes the duty with effect from January 1, 1970. This Order, The Import Duties (General) (No. 5) Order 1969 (SI 1969 No. 1791), was laid before the House of Commons on December 18.

Details of the new regime may be obtained from the Ministry of Agriculture, Fisheries and Food, Fisheries Division II, Whitehall Place East, London, S.W.1.

'Productivity, Prices and Incomes Policy after 1969'

THE WHITE PAPER 'Productivity, Prices and Incomes Policy after 1969' (Cmnd. 4237) can be obtained from HMSO and branches price 4s (20p.).

The Prices and Incomes Act, 1966 (Continuation of Part II) Order, 1969, was approved in Parliament on December 17 after a debate.

Amendments to the consolidated list subject to security export control

THE FOLLOWING amendments should be incorporated in the complete list which was published in the *Board of Trade Journal* of October 8, 1969, pages i-xvi.

Group B Chemical and petroleum equipment

1133 *Delete* item 1133 and substitute:

1133 Valves, cocks and pressure regulators as follows:
(a) Specially designed to operate at temperatures below -274° Fahrenheit (-170° centigrade) **except** those of 2 in. (50·8 mm.) diameter or less specially designed for operation at temperatures from -274° Fahrenheit (-170° centigrade) to -328° Fahrenheit (-200° centigrade); or
(b) having all flow contact surfaces made of any of the following materials:
(i) 90 per cent or more tantalum, titanium or zirconium, either separately or combined, **except** material containing more than 97 per cent and less than 99·7 per cent titanium;
(ii) polytetrafluoroethylene or the copolymers of tetrafluoroethylene and hexafluoropropylene.
(See also Item 27 on the Atomic Energy List and Item I.L. 1131).
Valves, cocks and pressure regulators described in sub-item (b) (ii).

Group D General industrial equipment

1361 *Delete* item 1361 and substitute:

1361 Wind tunnels as follows:
(a) Supersonic (Mach 1·4 to Mach 5·5), hypersonic (Mach 5·5 to Mach 15) and hypervelocity (above Mach 15) wind tunnels, **except** wind tunnels specially designed for educational purposes and having a test section size (measured internally) of less than 10 in. (25 cm.).
(b) Devices for simulating environments at velocities of Mach 1·4 and above, including hot shot tunnels, plasma arc tunnels, shock tunnels, shock tubes, gas tunnels and light gas guns;
(c) Specially designed parts and accessories for the above equipment.
Technical Note: The term 'test section size' refers to the diameter of the circle, the side dimension of the square or the longer side dimension of the rectangle constituting possible shapes of the test section.

Group G Scientific instruments and apparatus, servomechanisms and photographic equipment

1568 *Delete* sub-item 1568 (f) and substitute:

(f) Servo-motors (gear-head or plain) as follows:
(i) Designed to operate from power sources of more than 300 cycles per second **except** those designed to operate from power sources of over 300 cycles per second up to and not exceeding 400 cycles per second with a temperature range of from -25° centigrade to +100° centigrade;
(ii) Designed to have a torque-to-inertia ratio of 10,000 radians per second per second or greater;
(iii) Incorporating special features to secure internal damping;
(iv) Employing solid state Hall effect.

Group I Chemicals, metalloids and petroleum products

1857 Renumber this item 1587.

1781 *Delete* sub-item 1781 (b) and substitute:

(b) Esters of trimethylolpropane or trimethylolethane or pentaerythritol with saturated monobasic acids containing more than six carbon atoms.

'BNEC News': 'Target California'

'TARGET CALIFORNIA' – the British trade drive announced by Mr. Roy Mason, President of the Board of Trade on November 10, is featured in the December issue of *BNEC News*. Other features in the same issue describe a one-day seminar on the export of capital goods in France; an 11-man mission to Mexico and preparations for the British Engineering and Scientific Exhibition which opened in Tel Aviv on December 9.

BNEC News is obtainable from the British National Export Council, 6 to 14 Dean Farrar Street, London, S.W.1.

'Latin America has enormous growth potential'

CONFIDENCE that Latin America will take off industrially before any other major developing area was expressed last week by Mr. J. Peter Ford, chairman of BNEC Latin America. Mr. Ford noted that already Brazil, Mexico and Venezuela were well into the top twenty of United Kingdom's growth markets for world exports compared over the years 1963 to 1968 – and Argentina would be up with them by the end of 1969. He went on: 'That is why we have promoted major British Exhibitions in Mexico in 1966; in Brazil earlier this year; and in Buenos Aires in November 1970 (about which we are holding a special Argentine Trade Conference on February 4 next in London).'

Emphasis on exports in NEDC study

THE ECONOMY must gear itself to exports, and imports must play a less important part in our thinking. This is one of the conclusions to emerge from the National Economic Development Council's study of *The Task Ahead*, the government planning document which was completed on December 16.

Another theme brought out in the document is that the United Kingdom must specialise much more in future in those industries in which it has a competitive advantage in world trade.

HOW TO RECORD SUCCESSES?

Emphasizing the importance of invisibles in the recording of balance of payments results, Sir Anthony J. Elkins, president, told a cautionary tale at the Institute of Export's annual dinner in London earlier this month:

'Two large rival concerns reported the result of a race between their most athletic salesmen. In the house magazine of the successful company they simply said their salesman had won. In the case of the other company their house magazine recorded that, in the race for salesmen (inferring that many companies had fielded representatives) their man had finished second and the other company's man had finished last but one.'

Sir Anthony added, amid laughter: 'I sometimes think that this is what the Government does to us in reporting the figures.'

ABCC merchanting trends inquiry

THE TWENTY-THIRD inquiry by the Association of British Chambers of Commerce into the experience and expectations of United Kingdom merchants engaged in foreign trade was published on December 15. It is based on the replies of some 200 merchants whose estimated annual turnover is about £350 million. 182 exporters account for approximately £245 million a year (just under 5 per cent of total United Kingdom exports) and 93 importers handle about £105 million a year (which is under 2 per cent of total United Kingdom imports each year).

The ABCC say that the results show an increase in confidence about the general business situation and considerable optimism about export prospects. In fact, the results are the most optimistic since those recorded in the survey carried out in August 1968. All trade sectors appear to share this buoyant outlook. Although more than half the respondents state that they expect prices to be a factor limiting export performance over the next four months this is not a significantly higher proportion than that revealed in previous surveys carried out over the past year. Similarly, difficulties over credit and finance do not attract an appreciably greater vote than in recent inquiries, although individual merchants report having had to refuse substantial business because of inability to obtain the necessary finance. In general, import merchants predict some increase in orders placed, in import arrivals, in the level of outstanding orders and in average prices of new orders.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry.

FRIDAY, DECEMBER 12

Timber imports

A Member asked if the cost of timber imports in every form, including pulp and paper, for 1969 on the basis of the monthly figures so far known could be estimated and what percentage change this represed over the previous year. Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, replied that she would prefer not to venture an estimate for 1969 as a whole. The value in the first ten months was £545 million, one per cent more than in the corresponding period of 1968, she added.

Oil Imports

A Member asked if the cost of oil imports in every form for 1969 on the basis of the monthly figures so far known could be estimated; and what percentage change this represents over the previous year. Mrs. Gwyneth Dunwoody said, 'I prefer not to venture an estimate for 1969 as a whole. The value of imports of petroleum and petroleum products in the first ten months was £748 million, a quarter of one per cent more than in the corresponding period of 1968.'

Timber exports

Replying to a Member's question as to what was the value of exports of timber in every form, including pulp, paper and foliage, in 1968; and what was the estimate for 1969 on the basis of information so far available, Mrs. Gwyneth Dunwoody said, 'Foliage is not separately distinguished in the export statistics. Exports of timber, pulp and paper in 1968 were valued at £45 million. I prefer not to venture an estimate for 1969 as a whole, but in the first ten months exports were £44¼ million, compared with £37 million in the same period of 1968.'

Whisky figures

A Member asked if it had been noted that export statistics published by the Board of Trade in respect of Scotch whisky exports were misleading; and what action was being taken to make them more accurate. Mrs. Gwyneth Dunwoody stated, 'No. If the hon. Member will write to me with any specific information I will gladly investigate.'

MONDAY, DECEMBER 15

Yorkshire and Humberside industrial projects

Mr. Eric Varley, Minister of State, Ministry of Technology, was asked if, following the publicity given by his department to the financial advantages obtainable under the Local Employment Bill 1969, he would give the number of firms, showing the number of jobs involved, who had shown interest in the intermediate areas within the Yorkshire and Humberside district.

He replied that notifications of intent to apply for building grants for projects in the proposed intermediate areas in Yorkshire had been received from 48 firms, whose estimates of the additional jobs to be provided totalled some 1,600. Numerous requests for information had also been received.

Mr. Varley was also asked whether, in view of the impending creamery closure, he would authorize an advance factory to be built at Fort William or some other place in the Machar of Wigtownshire.

He replied: 'I have no plans to build an advance factory in the Machars area, but assistance under the Local Employment Acts is available to any eligible undertaking which may be established in the area.'

TUESDAY, DECEMBER 16

Quotations of overseas companies

Asked whether the President would take steps to enable overseas companies which trade or manufacture in the United Kingdom to have their shares quoted and available for purchase on the British Stock Exchanges, Mrs. Gwyneth Dunwoody replied:

'Admission to quotation is a matter for the stock exchanges. I understand that the rules of the London and other Federated Stock Exchanges relating to quotations apply to companies registered outside the United Kingdom as they do to companies registered in the United Kingdom.'

Cabora Bassa dam project

Asked regarding the policy of HM Government towards direct or indirect involvement by British firms in the Cabora Bassa dam project in Mozambique, Mrs. Dunwoody said:

'It is not our policy to discourage or to prevent British companies from engaging in legitimate trade or dealings with Mozambique.

'Our sanctions legislation is directed against Southern Rhodesia, not against Portugal or any other country. There is nothing in our sanctions legislation which makes it an offence to supply goods from this country to Mozambique unless the supplier knows or has reasonable cause to believe that they will be supplied or delivered to or to the order of a person in Southern Rhodesia or that they will be used for the purposes of any business carried on in or operated from Southern Rhodesia.'

Trade Descriptions Act

The President was asked whether he was aware that enforcement officers had experienced difficulty in enforcing section 14 of the Trade Descriptions Act 1968, by reason of the inclusion of a requirement to prove a deliberate intent to mislead, or recklessness on the part of the providers of services, accommodation, and facilities; and whether he would seek to amend the Act to delete this requirement.

Mrs. Dunwoody replied: 'No. The section 14 offence was restricted to false statements made knowingly or recklessly, for good reasons which the House accepted at the time and which remain valid.'

In reply to a question to the President as to whether his department was engaged in discussion of terms which may be defined in accordance with the provisions or section 7 of the Trade Descriptions Act 1968; and what terms were now under discussion, Mrs. Dunwoody said that proposals for the definition of about 20 terms, mainly concerning clothing and textiles, were being examined in the Board.

WEDNESDAY, DECEMBER 17

National Exhibition Centre

In reply to a question as to whether he was now in a position to give his decision on the proposed National Exhibition Centre, Mr. Roy Mason, President of the Board of Trade, said: 'As I said in the House on November 26 I am aware of the urgency of this problem and I will announce my decision at the earliest possible moment.'

UK-Latin American trade

The President was asked if he was satisfied with progress being made in trading arrangements between the United Kingdom and Latin American countries.

Mrs. Dunwoody replied: 'I am never wholly satisfied with the progress of our exports but our exports to Latin America increased by 35 per cent last year and they are still increasing in total. A number of important contracts have been announced which should contribute to further growth in the future.'

Import substitution programme

On a question regarding the amount of statistical data supplied to manufacturers in order to encourage the programme of import substitution, Mrs. Dunwoody said that a wide range of data was published or made available on request which could be useful for this purpose. Under Section 3 of the Finance Act, 1967 approximately 40,000 extracts of information from import documents had been provided specifically for assistance to import substitution, mainly relating to engineering and chemical products.

Trade Descriptions Act prosecutions

Mrs. Dunwoody was asked the number of prosecutions under the Trade Description Act to date in the Northern Region, the number of convictions and total fines and the number of notices of prosecution. She replied: 'This information is not readily available for particular regions, but overall notifications by local weights and measures authorities to December 13 embraced 653 cases brought to court, and 415 outstanding. There were convictions in 575 cases, with fines totalling £30,336.'

Grant-in-aid for patentees

In reply to a question about grant-in-aid to the Institute of Patentees and Inventors and the outcome of discussions between his Department and the Institute on the purposes to which this grant would be put, Mr. Anthony Wedgwood Benn, Minister of Technology, said:

'A grant-in-aid of £2,000 is to be made by my Department in the present financial year and also subject to Parliamentary approval, in 1970-71 and 1971-72, for the purpose of assisting the Institute in continuing its work of helping and advising private inventors. Arrangements have been agreed with the Institute for closer integration of its work, in areas of common interest, with that of the Inventions Unit of my Department and that of the National Research Development Corporation.'

Government's contracts preference schemes

Asked would the Minister of Technology now include intermediate areas in the Government's contracts preference schemes, Mr. Varley said:

'The more pressing problems of the development areas make it essential that they should continue to receive a substantial measure of preference over the intermediate areas. The Government have therefore decided to limit the Contract Preference Scheme to firms in the development areas.'

Capital investment per head in engineering

The Minister of Technology was asked what was the amount of capital investment per head employed in the United Kingdom engineering

(Continued on next page)

industry in 1967 expressed in dollar terms and how this compared, according to information available to him from international sources, with the corresponding figures for the United States, Germany, France, Japan and Sweden, respectively; and what were the comparable figures for 1968.

Mr. Williams replied: 'Estimates of capital investment and employment in the engineering industries are produced by the OECD covering some of the member countries. The 1967 figures are given in the table below for the United Kingdom, the United States, West Germany, France and Sweden, the latest available figure for Japan covers 1966; no 1968 figures are available. As the table shows the definition of capital investment varies between countries, thus making comparison difficult.

Country		Investment	Employment	Investment
		$ million	'000	Per head employed
United Kingdom	Capital expenditure	1,271	3,442	370
United States	Expenditure for new plant and equipment	6,487*	7,707	840
West Germany	Gross investments	1,585*	2,723	580
France	Productive investments	1,007*	1,422	710
Japan (1966)	Investments	1,706	2,611	650
Sweden	Investments	311	308	1,000

* Provisional

Man-hours output in engineering

The Minister of Technology was asked what was the value in dollar terms of the output of the British engineering industry in 1967 and 1968, respectively; what was his estimate of the number of man-hours worked to produce this output; and what, according to the information available to him from international sources, were the comparable figures in relation to West Germany, Japan, the United States, France and Sweden respectively.

In reply, Mr. Alan Williams, Joint Parliamentary Secretary, gave the following information:

'Estimates of the value of deliveries and numbers of hours worked are prepared by the OECD covering most of the member countries. The 1967 figures are given in the table below where they are available; the latest United States figure available is for 1966. No comparable figures exist for 1968.

Known differences in the structure of industry between countries and in the method of deriving the figures indicate that this table should be interpreted with caution.

	Deliveries $m.	Hours worked million
United Kingdom	20,456	5,110
West Germany	21,636	3,641
Japan	33,228	4,661
United States (1966)	171,582	9,276
France	15,714	2,037
Sweden	4,446	n.a.

Two computer specialists from the Polish statistical office, which operates an ICL 1905 computer, spent three days recently with International Computing Services Ltd., to gain first-hand knowledge of the operation of a computer bureau. The majority of the time was spent in discussion with senior management at ICSL's headquarters at Kidsgrove, Staffordshire, and they also visited the company's Manchester bureau to see the Interact time-sharing service in operation. Seen here are Mr. W. J. Somerfield (right), ICSL's bureau production manager, with Dr. T. Walczak (centre), manager of the Polish statistical office computer centre, and his deputy, Mr. S. Jaskolski, in the data preparation area at ICSL's Kidsgrove bureau.

Parliamentary answers on aviation and shipping

FRIDAY, DECEMBER 12

Agents' commission

Asked by a Member what estimate had been made of the number of travel agents who were recognized for commission payments by the Internation Air Transport Association; and what was the estimated number of agents passing business to the International Air Transport Association airlines of at least £5,000 per annum but who did not receive commission, Mr. Goronwy Roberts, Minister of State, Board of Trade, replied, '682 United Kingdom travel agents carrying on business at 1,233 places are approved by IATA and receive commission. The information asked for in the second part of the question is not available.'

MONDAY, DECEMBER 15

Concorde's sonic bang

Asked whether the Minister of Technology was satisfied that the Concorde sonic bang would be of lower intensity than those of military aircraft, Mr. Neil Carmichael, Joint Parliamentary Secretary, said: 'The intensity of an aircraft's sonic bang depends upon the manner and conditions in which it is flown, and there is no simple answer to this question. But Concorde's bang will be of a far lower intensity than, for example, that of a military aircraft manoeuvring supersonically at low level.'

Also asked whether he was satisfied that Concorde over-pressure would not cause the structural damage to buildings which other sonic bangs had caused, Mr. Carmichael said he did not know what incidents the Member had in mind but he was satisfied that Concorde should not cause structural damage to well maintained buildings. As was well-known, the Department was researching into the possible effects on buildings of all kinds, particularly cathedrals and ancient monuments.

Bermuda Agreement

Asked whether he was aware that United States airline companies were not abiding by the Bermuda Agreement 1946 in relation to airline capacity on the trans-Atlantic routes and whether he would make representations to the United States Government on this matter, Mr. Goronwy Roberts, Minister of State, Board of Trade, said:

'There is a general appreciation that there may be more airline capacity available next year than the trans-Atlantic traffic requires. Officials of the Board of Trade have been in touch with the United States authorities and I am keeping the matter under review. It is premature to say how it stands in relation to the Bermuda Agreement.'

TUESDAY, DECEMBER 16

Upper Clyde Shipbuilders undertaking

The Minister of Technology was asked what was his estimate of the maximum charge to public funds resulting from the undertakings given to Upper Clyde Shipbuilders; and what contingent plans he had to protect public funds from the consequences, in the event of the undertaking becoming insolvent, of orders already or in future undertaken at prices which in the outcome did not cover costs.

Mr. Wedgwood Benn replied: 'The maximum charge to public funds is £7 million in loans together with any payments which might have to be made in respect of ship guarantees in the event of the company's insolvency. Guarantees will not be given in respect of orders already placed with the company. I shall consider in providing guarantees for new orders whether the order is likely to be profitable, and shall restrict such guarantees to orders which are likely to be completed quickly, thus limiting the public liability and emphasizing the fact that the Government do not intend to provide a permanent safety net for the company.'

WEDNESDAY, DECEMBER 17

Limitation of night jet flights

The President was asked if he would propose to the municipal airport operators that they should negotiate among themselves an agreement to limit the number of night jet flights from the airports under their control.

Mr. Roberts replied:

'I am aware that an airport owner who recognizes a social obligation to impose a limit on night jet movements sometimes feels inhibited from doing so because of the possibility that he may lose some of his traffic, day and night, to others. I therefore welcome the suggestion of a co-ordinated approach and will commend it to the Aerodrome Owners' Association.'

Civil aircraft and engine developments

Following a Member's request, Mr. Carmichael said he would publish in *Hansard* a table of the Government's contribution to and recoveries from, civil aircraft and engine developments since 1959 to date, as set out in Appendix G of the Plowden Report on the Aircraft Industry, Command Paper No. 2853.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Government surplus sales by auction

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
January 6-8	**Road making equipment, commercial and private vehicles.**	**Ordnance Storage and Disposal Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272.)**

Excavators and angledozers; Caterpillar 'D7' tractors (with winch); hydraulic tippers; dropside trucks; Coles, Neales, AEC and Taylor 'Jumbo' mobile cranes; dumpers; Leyland 'Hippo' trucks (diesel); AEC 'Matador' tractors and vans (with electric generators); workshop vans; water tank trailers; two-wheeled refueller trailers (1,000 gallons); Thames fire tender complete with fire pump, ladders, hoses, etc.; Bedford fire trailers; Scammell trailers and tractors; Land Rover GPs, pick-ups and station wagons; Vanden Plas Princess and Humber 'New Hawk' limousines; Morris Minor 1000s, Mini Minors, commercial, utility and Mini vans, Mini buses and commercial ambulances; Hillman 'Huskys'; Ford Zephyr, Anglia, Popular and Cortina saloons and estates; Commer light bus (10-seater) and utility vans; Austin vans and ambulances; Standard 'Ensign' saloons and estates; Vauxhall Viva and Victor saloons; Aston Martin 3·7 litre saloon; Bedford Utilecons, vans, trucks, tractors and coaches; Thames coaches, vans and ambulances; BSA, Triumph and Matchless motor cycles; Douglas 'Vespa' scooters.

January 13-15	**Technical and miscellaneous stores, vehicles**	**Regional Depot, RAOC, Hereford**	**Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 0432-4366.)**

Austin and Thames vans; Land Rovers; Morris Minibuses; Motor Cycles; Brockhouse Trailers; fork lift trucks; pallet transport trucks; machine tools including drills; circular saws;, grinders, etc.; welding outfits; delivery hose; diesel and petrol engines; fuel dispensing tanks; friction plates; pick axes and small tools; jacks; generators; charging sets; tyres; mine detectors; aircraft fuel pumps; electric lamps and bulbs; tape recorders; rectifiers; electric motors; many tons of metal shelving; metal tent pins; wooden boxes; dial sights; binoculars; theodolites; linen and steel tapes; watches; fold flat chairs; wardrobes; dining and other chairs; carpets; battledress trousers; greatcoats; blue/grey raincoats; ground sheets; vests; kitbags; hand towels and other clothing; ankle boots; white and coloured blankets; scrap canvas; rags; webbing; aircraft, wireless, MT signal and electrical equipment and spares; also a large collection of miscellaneous stores.

January 21	**Miscellaneous stores**	**TA & VR Centre, Meadowforth Road, Stirling.**	**Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. 041-554-2447.)**

Industrial, electrical, electronic, garage and engineering plant; aircraft spares, equipment and tyres; motor vehicle spares; machine tools; hand tools; canvas sheeting and tentage; webbing; scrap rubber, canvas and rags; kitchen utensils and cutlery; miscellaneous office and household furniture; clothing and textiles; large assortment of miscellaneous general stores.

January 27-29	**Miscellaneous stores**	**The Lido Hall, Worthy Lane, Winchester**	**Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211.)**

Plant and equipment; aircraft spares; electrical spares for turbo and diesel generators; 22 kW generating sets (engine driven); six-ton motorized smooth drum roller; concrete mixers; metal and wooden boxes; MT and wireless batteries; MT spares; electrical equipment; seamen's blue serge jumpers and trousers; woollen and cotton trunks; black leather shoes; ankle boots; blue gabardine raincoats; white overalls; overcoats; machine tools including SS and SC lathes; horizontal and universal millers; planing, grinding and buffing, boring and honing machines; woodworking machines; power hacksaw; internal cylinder and thread grinding machines, etc.; wooden and metal filing cabinets and cupboards; miscellaneous textiles and other general stores.

Catalogues of the above sales available from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

MINISTRY OF PUBLIC BUILDING AND WORKS

1970	Description of Goods	Location	Auctioneers
January 6	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford & Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise.

Symbols used in all statistical tables are:

.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,826	1963	1963 21,757	1963 20,125	1963 20,125	1966 11,372	1963 4,916	1963 1,055	1963 1,020	1963 944	1963 1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	45
1966	110	113	122	120	107	100	124	128	113	128	125	241	147	19	6
1967	112	114	126	126	110	101	133	124	121	138	143	169	–39	10	11
1968	115	120	135	134	112	104	138	128	134	146	143	160	–47	75	95
1967															
3rd quarter	112	114	129	127	111	102	134	122	120	142	146	–33	–25	–10	–21
4th quarter	112	116	129	129	112	104	132	120	118	139	147	76	–30	22	2
1968															
1st quarter	115	118	133	134	114	105	137	120	130	146	147	–74	–100	5	49
2nd quarter	113	119	133	131	109	102	135	120	125	149	144	61	24	22	1
3rd quarter	115	120	135	135	112	103	137	128	133	145	139	40	7	10	5
4th quarter	118	122	138	138	113	104	144	144	146	144	141	133	23	38	40
1969															
1st quarter	115	122	141	138	111	102	131	121	128	137	136	117	120	–11	13
2nd quarter	114	124	140	141	112	104	131	134	135	128	129	22	32	– 8	– 3
3rd quarter		123				103		139 p	140 p						
1969 June		124				104							–38 p	–17 p	–1
July		124				102									
August		123				105									
September		122				103									
October		121 p				103									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing industry: Basic materials and fuel used†	Wholesale price index: non-food manufacturing industry: Manufactured products: home sales†	Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1963 prices	at 1958 prices	Index†	% increase on year earlier				Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,211	series in £ million
1964	119	124	107·0	3·3	103·9	101·9	148·6	361	221	24,567	114	105	-381
1965	123	121	112·1	4·8	106·8	104·6	157·9	309	265	24,784	115	112	– 50
1966	118	105	116·5	3·9	110·2	107·3	168·5	325	254	24,834	119	120	64
1967	108	114	119·4	3·5	108·4	108·2	175·3	515	175	24,475	129	119	-283
1968	108	129	125·0	4·7	120·5	112·4	187·3	543	189	24·319	159	147	-265
1969								535 p	200 p				
1967													
3rd quarter	112	105	119·0	1·7	107·1	108·4	177·3	555	163	24,502	125	120	18
4th quarter	108	114	120·4	2·1	114·5	109·2	179·7	538	182	24,395	137	109	-255
1968													
1st quarter	107	117	122·1	3·0	122·9	111·4	184·8	511	184	24,362	156	142	– 91
2nd quarter	104	125	125·0	4·5	119·5	112·5	185·8	550	180	24,313	155	139	-101
3rd quarter	104	129	125·7	5·6	119·3	112·8	187·7	580	182	24,293	161	151	– 7
4th quarter	107	129	127·2	5·6	120·4	113·1	191·0	533	210	24,309	163	155	– 66
1969													
1st quarter	111	133r	129·7	6·2	122·3	114·1	194·6	499	206	24,324	162	154	26
2nd quarter	119	131	131·8	5·4	124·2	115·1	195·4	527	195		168	162	65
3rd quarter	115 p	131 p	132·0	5·0	126·1	116·5	197·4 r	581	192		167	173	141
4th quarter								545 p	207 p				
1969													
May	119	132 r	131·5	5·3	123·9	115·1	195·4	518	196		166	162	
June	119	131	132·1	5·3	124·9	115·4	195·7	543	191		173	170	
July	116 p	132 p	132·1	5·3	124·8	116·0	196·6	577	186		170	163	
August	114 p	132 p	131·8	4·9	127·0	116·4	197·1	585	192		165	180	
September	115 p	131 p	132·2	5·1	126·4	117·0	198·5 r	580	199		166	176	
October		129 p	133·2	5·4	125·9 p	117·3 p	198·7 r	555	202		169	176	
November					127·2 p	117·4 p	199·1	536	206		167 p	177 p	
December								545 p	214 p				

† Not seasonally adjusted.

Trends in insurance companies' investment

TOTAL NET INVESTMENT by insurance companies during the third quarter of 1969 at £174 million was £35 million (16.7 per cent) lower than during the previous quarter, and a little over 16 per cent lower than the figure recorded for the comparable quarter of 1968. This low rate of investment in the third quarter brought net investment for the first three quarters of 1969 to a rate some 8 per cent lower than the 1968 rate, and continued the lower trend of the first six months of the year.

Life funds

Net investment by life funds in the third quarter of 1969 at £161 million was £61 million (28 per cent) lower than for the previous quarter. In a quarter when there was a strong gilt-edged market, net investment of £42 million in British Government securities (mainly long-dated) was £1 million lower than in the second quarter of 1969, and there was an acceleration of the disinvestment which began in the first quarter of 1969 in United Kingdom local authority securities. The most marked feature of the third quarter was the low level of net investment in company securities—£7 million compared with £68 million in the second quarter of 1969 and £76 million in the comparable quarter of 1968. Net investment in companies' ordinary shares was at the same level as in the second quarter, in spite of lower capital issues, but there was a disinvestment of £9 million in preference shares and £12 million in debentures, compared with a combined net investment of £39 million in the immediately preceding quarter.

Other investments, which include mortgages, home/house purchase loans, land, etc., at £78 million were £25 million (24 per cent) lower than in the previous quarter, but £12 million (18 per cent) higher than in the corresponding period of 1968. With the exception of other mortgages and loans (i.e. excluding home/house purchase loans and overseas mortgages), which fell by £25 million, there was little change within the overall figure of £78 million in the pattern of other investment in the third quarter of 1969 compared with the previous quarter. The rise in holdings of cash and other short-term assets by £39 million in the quarter under review was an increase of £26 million over the previous quarter and the highest figure since this series was introduced. The intention may have been to build up short-term assets until there was a firmer trend in the market.

General funds

In the third quarter of 1969, general funds showed a net investment of £13 million, a sharp turn-round from the net disinvestment of £13 million in the previous quarter. The net investment of £4 million in British Government securities (mainly long-dated) was the highest since the fourth quarter of 1967, probably to take advantage of the high yield. A small disinvestment (of £0.5 million) in United Kingdom local authority securities was more than off-set by a net investment of £7 million in company securities and £1 million in other investments. Holdings of cash and other short-term assets at £1.8 million were just over £6 million lower than in the second quarter of 1969.

Notes:

The statistics relate to the United Kingdom insurance companies which are members of the British Insurance Association and to collecting friendly societies. The figures exclude direct investment in overseas branches or subsidiaries, and also exclude assets held by, or on behalf of those branches, even if they are held in the United Kingdom.

Transactions are recorded at cash values. Net investment is the difference between payments made for assets acquired and payments received for assets realized. Fuller definitions are given in the *Board of Trade Journal* of July 1, 1966 (page 24). The figures have been rounded and totals are not always equal to the sums of their components.

Transactions at cash values in assets of insurance companies

£ million

	Combined Funds					General Funds					Life Funds				
	3rd qtr. 1968	2nd qtr. 1969	3rd quarter 1969			3rd qtr. 1968	2nd qtr. 1969	3rd quarter, 1969			3rd qtr. 1968	2nd qtr. 1969	3rd quarter, 1969		
	Net Investment	Net Investment	Assets Acquired	Assets Realized	Net Investment	Net Investment	Net Investment	Assets Acquired	Assets Realized	Net Investment	Net Investment	Net Investment	Assets Acquired	Assets Realized	Net Investment
British government and government guaranteed securities:															
Period to maturity:															
Up to 5 years	-10·4	0·4	64·7	82·0	-17·2	- 5·5	- 0·3	23·2	27·9	- 4·7	- 4·9	0·7	41·5	54·1	-12·5
Over 5 and up to 10 years	-14·8	-11·7	9·9	24·3	-14·4	- 3·6	- 2·0	2·6	3·6	- 1·0	-11·3	- 9·7	7·3	20·7	-13·4
Over 10 and up to 15 years	- 8·4	12·5	34·4	23·5	10·9	- 1·9	- 4·6	9·4	7·5	1·9	- 6·4	17·1	25·0	16·0	9·0
Over 15 years	78·7	28·5	245·1	179·5	65·6	10·0	-16·4	42·1	34·3	7·8	68·7	44·8	203·0	145·1	57·9
Undated	3·2	-11·2	20·7	18·9	1·8	- 0·1	-1·5	1·8	1·3	0·4	3·3	-9·7	18·9	17·6	1·4
Total	48·3	18·5	374·8	328·1	46·7	- 1·1	-24·8	79·1	74·7	4·4	49·4	43·2	295·8	253·5	42·3
United Kingdom local authorities etc. securities	3·1	-4·2	7·1	13·8	-6·7	0·7	0·3	1·3	1·8	-0·5	2·4	-4·5	5·8	12·0	- 6·2
Company securities:															
Ordinary shares	35·6	24·8	112·5	79·2	33·3	6·6	-4·0	17·7	12·5	5·2	29·0	28·7	94·8	66·7	28·2
Preference shares	-3·8	1·4	9·0	14·2	-5·2	3·6	2·0	6·6	2·7	3·8	-7·5	-0·5	2·4	11·5	- 9·0
Debentures, etc.	53·9	43·6	66·4	80·5	-14·2	-0·1	4·3	4·1	6·4	-2·2	54·0	39·3	62·3	74·2	-11·9
Total	85·7	69·8	187·9	173·9	14·0	10·2	2·3	28·4	21·6	6·8	75·5	67·6	159·5	152·3	7·2
Other investments:															
Mortgages and loans:															
Home: House purchase loans	25·6	22·2	48·9	25·7	23·3	1·0	0·7	2·5	1·3	1·2	24·7	21·5	46·4	24·4	22·0
Other mortgages and loans	12·0	40·2	37·9	22·4	15·4	-0·8	—	0·4	0·5	—	12·8	40·2	37·4	22·0	15·4
Overseas	0·5	0·4	0·8	0·3	-0·5	-0·1	—	—	—	—	0·6	0·4	0·8	0·3	0·5
Overseas government, etc., securities	-5·1	- 4·6	2·0	6·9	-4·8	0·2	- 0·5	0·7	0·9	- 0·2	- 5·3	- 4·1	1·4	6·0	- 4·6
Land, property and ground rents	34·4	45·4	48·8	4·4	44·3	1·4	1·0	1·5	1·6	- 0·1	33·0	44·4	47·3	2·9	44·5
Other investments	0·1	0·5	0·6	0·2	0·4	0·1	—	-0·1	—	—	0·2	0·5	0·5	0·2	0·4
Total	67·5	104·0	139·1	60·9	79·1	1·6	1·3	5·2	4·3	0·9	66·0	102·9	133·9	55·7	78·2
Total of investments	204·6	188·2	708·9	575·9	133·1	11·4	-21·0	114·0	102·4	11·5	193·2	209·2	595·0	473·5	121·5
			BALANCES					BALANCES					BALANCES		
			June 30, 1969	Sept. 30, 1969				June 30, 1969	Sept. 30, 1969				June 30, 1969	Sept. 30, 1969	
Cash and other short-term assets:															
Cash in hand and with UK banks	20·2	8·9	76·5	115·9	39·4	16·8	4·8	59·3	68·3	8·9	3·4	4·0	17·2	47·7	30·4
UK local authority bills and temporary money	-17·1	- 4·0	34·0	49·6	15·6	- 5·1	- 4·3	9·2	10·8	1·6	-12·1	0·3	24·8	38·8	14·0
Other short-term assets	0·3	16·0	65·4	51·5	-14·0	1·7	7·6	31·8	23·1	- 8·7	- 1·4	8·3	33·6	28·3	- 5·2
Total	3·4	20·9	175·9	217·0	41·0	13·5	8·1	100·3	102·2	1·8	-10·0	12·8	75·6	114·8	39·2
Total net investment	208·0	209·0			174·1	24·9	-12·9			13·3	183·2	222·0			160·7

— = NIL or less than £·05 million

Trends in private pension funds' investment

TOTAL NET INVESTMENT by private pension funds during the third quarter of 1969 was estimated at £69 million, £7 million (9 per cent) less than in the previous quarter but £4 million (6 per cent) more than in the third quarter of 1968. Over the first three quarters of 1969, net investment was £9 million (5 per cent) higher than in the comparable period of the previous year.

The trend of disinvestment in British Government securities which began in the fourth quarter of 1968 was reversed in the current quarter with an investment of £16 million; net investment of £30 million in long-dated securities outweighing disinvestment in short-dated and undated securities. The recent trend of disinvestment in United Kingdom local authority securities was also reversed in the third quarter of 1969, when there was a net investment of just over £3 million (mainly in medium and short-dated quoted securities).

Net investment in company securities at £32 million was the lowest figure recorded since the fourth quarter of 1964, and was £15 million (32 per cent) lower than in the second quarter of 1969 and £24 million (42 per cent) below the figure for the third quarter of 1968. The decrease was mainly due to the low level of net investment in ordinary shares (£14 million compared with £20 million in the second quarter of 1969 and £47 million in the third quarter of 1968), probably attributable in some part to the continued unsettled equity market and the reduction in new issues. There was a substantial net investment – of £17 million – in debentures, but this figure was nearly £10 million below the figure for the second quarter of 1969.

Other investments (comprising in the main mortgages, Property Unit Trusts, land, etc.), which had risen to £38 million in the second quarter of 1969, fell to £15 million in the third quarter. The sharp decrease in this section of investment is largely due to the low level of net investment in land, real property and ground rents (now shown separately in these tables), which at £8.5 million was £22.5 million below the level of the previous quarter.

There was a rise of £2 million in net short-term assets (i.e. assets less liabilities) during the quarter under review, compared with a fall of £7 million during the second quarter of 1969. Falls in cash balances (£8 million) and other short-term assets (£3 million) were off-set by a rise (of £3 million) in holdings of United Kingdom local authority bills and temporary money coupled with a decrease (of £10 million) in short-term liabilities.

Notes:

The statistics relate to self-administered pension and superannuation funds of companies and non-profit-making bodies. Transactions of funds of co-operative societies (which in the main invest with their parent society), funds which operate through insurance companies, and funds of local authorities, public corporations and central government are not included.

Totals in the table in this article are not always equal to the sum of their components because of rounding; similarly, the figures of net investment are not always equal to the difference between the rounded figures of the value of assets acquired and assets realized. The coverage of the inquiry was revised at the beginning of 1967. For a further description of these statistics see *Board of Trade Journal*, July 7, 1967.

Net investment in assets by private pension funds (†)

£ million

	Net Investment			1968				1969		Transactions 3rd quarter, 1969		
	1966	1967	1968	1st quarter	2nd quarter	3rd quarter	4th quarter	1st quarter	2nd quarter	Assets acquired	Assets realized	Net Investment
British Government and Government guaranteed securities:												
Period to maturity:												
Up to 5 years	- 9·9	-14·7	-36·4	- 6·5	-1·2	-26·5	-2·1	-17·3	1·3	18·4	22·0	- 3·6
Over 5 and up to 10 years	-38·9	7·7	- 7·7	- 1·2	1·1	- 5·5	-2·1	- 3·0	- 0·4	5·9	10·4	- 4·5
Over 10 and up to 15 years	-32·8	-16·1	- 7·9	- 1·5	-0·9	- 5·2	-0·3	1·1	—	2·5	53·5	- 1·1
Over 15 years	100·3	56·5	36·9	- 7·1	8·9	40·7	-5·5	- 7·6	- 9·5	83·0	53·3	29·7
Undated	6·8	- 2·7	3·3	0·2	-0·4	0·1	3·5	0·4	7·6	2·3	7·2	- 4·7
Total	25·5	30·6	-11·7	-16·1	7·4	3·6	-6·6	-26·4	- 1·0	112·0	96·4	15·7
United Kingdom local authority securities:												
Quoted:												
Period to maturity:												
Up to 10 years	- 1·6	-10·6	3·4	0·4	3·2	- 0·9	0·6	- 2·2	—	2·6	1·5	1·0
Over 10 and up to 15 years	4·3	0·1	4·0	- 0·1	0·1	4·2	-0·3	- 1·6	—	2·8	0·9	1·9
Over 15 years and undated	0·4	7·0	- 1·8	- 1·3	-0·2	0·1	-0·4	—	0·1	1·9	2·0	- 0·1
Unquoted	- 1·6	1·9	- 2·2	0·4	-0·3	- 1·9	-0·3	1·5	- 2·9	2·0	1·5	0·6
Total	1·5	- 1·6	3·4	- 0·5	2·8	1·6	-0·5	- 2·3	- 2·8	9·3	5·9	3·4
Total of public sector securities	26·7	29·0	- 8·3	-16·7	10·2	5·2	-7·1	-28·7	- 3·7	121·3	102·3	19·0
Company securities:												
Ordinary shares	109·3	122·0	167·0	45·9	40·1	46·6	34·3	30·0	20·4	64·4	50·0	14·4
Preference shares	- 2·9	- 2·8	-11·5	- 3·2	-1·1	- 1·6	-5·5	1·8	0·9	3·4	2·4	1·0
Debentures, etc.	99·8	59·3	32·7	3·6	6·7	11·0	11·5	25·4	26·3	34·6	17·7	16·8
Total	206·2	178·5	188·2	46·3	45·7	56·0	40·3	57·1	47·6	102·4	70·2	32·3
Other investments:												
Mortgages and loans	3·0	0·8	- 0·6	- 2·7	1·1	1·3	-0·2	1·7	0·6	2·0	2·0	- 0·1
Overseas government, etc., securities	- 3·9	3·7	- 0·3	0·6	-0·4	- 0·7	0·2	0·3	0·4	0·9	1·4	- 0·5
Property Unit Trust Units	—	—	25·6	5·4	6·1	7·1	6·6	5·6	6·2	5·4	—	5·4
Land, real property and ground rents	26·0	50·6	63·0	15·2	6·0	12·2	29·8	18·6	31·0	10·7	2·2	8·5
Other	0·4	0·9	—	—	—	0·1	—	—	—	2·0	0·3	1·7
Total	25·5	56·0	87·7	18·5	12·8	20·0	36·4	26·2	38·2	21·1	6·0	15·1
Total of investments	258·7	263·4	267·7	48·2	68·6	81·1	69·7	54·6	82·3	244·8	178·5	66·4
										Balances		
										June 30, 1969	Sept. 30, 1969	
Short-term assets and liabilities:												
Cash in hand and with UK banks	13·5	- 7·8	1·1	- 5·0	0·5	1·8	3·8	0·5	8·2	53·5	45·5	- 8·0
UK local authority bills and temporary money	- 6·6	0·1	11·5	19·6	2·0	- 5·4	-4·7	15·8	-10·5	32·3	35·4	3·2
Other short-term assets	1·0	2·0	16·0	2·5	-0·2	- 0·1	13·9	- 2·9	2·2	32·0	29·0	- 3·0
Short term liabilities (§)	+0·4	- 1·3	-13·6	- 1·3	+2·3	-12·7	-1·9	- 1·3	- 6·3	33·3	23·3	+10·0
Total	8·3	- 7·0	15·0	15·8	4·6	-16·5	11·1	12·1	- 6·6	84·4	86·6	2·2
Total net investments	267·1	256·4	282·7	64·0	73·2	64·6	80·8	66·7	75·8			68·6

(†) Excluding funds of co-operative societies which are estimated to be increasing by £9 million annually. The figures include estimates for other private self-administered pension funds not contributing to the quarterly inquiries.
(§) An increase is indicated by a minus sign, a decrease by a plus sign.
— = Nil or less than £·05 million.

Machine tool orders reach record level

THE LATEST machine tool figures, produced by the Ministry of Technology, show final deliveries and orders figures for the first half of 1969 and provisional figures for the third quarter of the year and for the month of October. The final figures published here confirm the picture given by the earlier provisional figures for deliveries; the total net new orders figure is also confirmed but there has been a redistribution between home and export orders, raising the latter and reducing the former by about £3 million.

Deliveries

After considerable increases in the second quarter, export deliveries have remained fairly steady. With deliveries totalling £54 million. for the ten months of 1969, the 1968 figure has already been exceeded.

Home deliveries have improved in each quarter of the year although they started from a low level.

Orders

Export orders fell somewhat in the third quarter although the October figure is high, and orders still remain above deliveries. With export orders for the first ten months of 1969 totalling £65 million, the 1968 figure has already been exceeded.

Home orders have shown a strong rise in recent months and remain well above deliveries. With a total of £110 million for the ten months of 1969 so far, the 1968 figure has also been exceeded.

With nearly £180 million worth of orders received during the ten months to October it seems likely that the earlier forecast of £200 million worth of orders in 1969 will be achieved.

This high level of orders should ensure a continuation of the upward trend in deliveries into 1970, provided there are no serious capacity constraints.

Table 1. Metal working machine tools orders and deliveries: Recorded figures

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (†)		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1965	141·3	97·4	43·9	104·2	75·3	28·9	157·7	114·9	42·8
1966	149·1	105·6	43·5	100·6	71·1	29·5	145·5	101·3	44·2
1967	155·6	109·9	45·7	91·7	49·5	42·2	145·7	87·6	58·1
1968	153·1	99·9	53·2	105·5	56·4	49·1	166·9	106·7	60·2
1968 1st quarter	39·3	25·3	14·0	93·3	50·1	43·2	40·9	25·8	15·1
2nd quarter	34·0	22·1	11·9	96·8	52·6	44·2	37·6	24·6	13·0
3rd quarter	38·1	24·5	13·6	101·5	53·9	47·6	42·8	25·8	17·8
4th quarter	41·7	28·0	13·7	105·5	56·4	49·1	45·6	30·5	15·1
1969 1st quarter	41·3	25·3	16·0	114·8	65·6	50·2	50·6	33·5	17·1
2nd quarter	40·4	24·3	16·1	126·6	72·2	54·4	52·2	31·9	20·3
3rd quarter p	44·5	27·9	16·6	131·8	75·8	56·0	49·8	31·5	18·3
4th quarter									
1968 January	13·3	9·3	4·0	96·1	51·4	44·7	17·8	11·2	6·6
February	11·8	7·6	4·2	95·5	52·2	43·3	11·1	8·3	2·8
March	14·2	8·4	5·8	93·3	50·1	43·2	12·0	6·3	5·7
April	10·5	6·8	3·7	94·4	51·8	42·6	11·6	8·5	3·1
May	11·9	7·6	4·3	97·5	53·9	43·6	15·0	9·7	5·3
June	11·7	7·7	4·0	96·8	52·6	44·2	11·0	6·5	4·5
July	13·6	8·8	4·8	99·1	54·0	45·1	15·9	10·2	5·7
August	11·0	7·3	3·7	100·4	54·8	45·6	12·3	8·1	4·2
September	13·4	8·3	5·1	101·5	53·9	47·6	14·6	7·5	7·1
October	12·1	7·8	4·3	106·6	56·5	50·1	17·1	10·4	6·7
November	12·9	8·4	4·5	107·0	57·6	49·4	13·4	9·6	3·8
December	16·7	11·8	4·9	105·5	56·4	49·1	15·1	10·5	4·6
1969 January	14·3	9·7	4·6	109·0	57·8	51·2	17·8	11·0	6·8
February	12·1	7·0	5·1	110·8	60·1	50·8	14·0	9·4	4·6
March	14·9	8·6	6·3	114·8	64·6	50·2	18·8	13·1	5·7
April	11·0	6·4	4·6	119·1	67·7	51·4	15·4	9·6	5·8
May	14·3	9·0	5·3	123·0	70·5	52·5	18·2	11·8	6·4
June	15·0	8·8	6·2	126·6	72·2	54·4	18·6	10·5	8·1
July p	14·6	9·4	5·2	127·4	71·1	56·3	15·4	8·3	7·1
August p	11·5	6·9	4·6	132·8	76·0	56·8	16·9	11·7	5·2
September p	18·4	11·6	6·8	131·8	75·8	56·0	17·5	11·5	6·0
October p	15·1	9·5	5·6	139·6	80·1	59·5	22·9	13·8	9·1
November									
December									
November 1968-October 1969 p	170·9	107·1	63·8	139·6	80·1	59·5	203·9	130·7	73·2
November 1967-October 1968	150·7	98·4	52·3	106·6	56·5	50·1	162·4	103·2	59·2
Percentage change	*13*	*9*	*22*	*31*	*42*	*19*	*26*	*27*	*24*

(†) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)
(‡) There may be apparent slight discrepancy between the sum of the constituent items and the totals shown.

(*Table 2 on next page*)

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MACHINE TOOLS, *continued*

Table 2. Metal working machine tools orders and deliveries: Seasonally adjusted

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (†)		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1965	141·3	97·4	43·9	104·2	75·8	28·4	157·7	114·9	42·8
1966	149·1	105·6	43·5	100·6	71·6	29·0	145·5	101·3	44·2
1967	155·6	109·9	45·7	90·7	49·3	41·4	145·7	87·6	58·1
1968	153·1	99·9	53·2	104·5	56·2	48·3	166·9	106·7	60·2
1968 1st quarter	36·6	24·1	12·5	94·3	51·1	43·2	40·2	25·8	14·4
2nd quarter	36·5	23·5	13·0	94·8	51·4	43·4	37·0	23·8	13·2
3rd quarter	39·5	25·3	14·2	99·3	53·5	45·8	44·0	27·4	16·6
4th quarter	40·5	27·0	13·5	104·5	56·2	48·3	45·7	29·7	16·0
1969 1st quarter	38·4	24·0	14·4	118·3	66·4	51·9	51·2	34·0	17·2
2nd quarter	43·2	25·6	17·6	127·2	72·0	55·2	52·1	31·2	20·9
3rd quarter p	46·2	28·5	17·7	134·1	78·2	55·9	52·9	34·6	18·3
4th quarter									
1968 January	12·9	8·8	4·1	93·7	50·7	43·0	16·0	10·2	5·8
February	12·3	8·2	4·1	94·4	51·3	43·1	12·9	8·8	4·1
March	11·4	7·1	4·3	94·3	51·1	43·2	11·3	6·8	4·5
April	12·2	8·0	4·2	94·0	51·2	42·8	12·0	8·1	3·9
May	12·0	7·6	4·4	95·1	52·1	43·0	13·0	8·4	4·6
June	12·3	7·9	4·4	94·8	51·4	43·4	12·0	7·3	4·7
July	14·6	9·4	5·2	94·8	51·2	43·6	14·7	9·2	5·5
August	12·6	8·4	4·2	97·2	52·0	45·2	14·9	9·2	5·7
September	12·3	7·5	4·8	99·3	53·5	45·8	14·4	9·0	5·4
October	12·8	8·3	4·5	103·4	56·2	47·2	16·8	10·9	5·9
November	12·7	8·3	4·4	104·0	56·6	47·4	13·4	8·8	4·6
December	15·0	10·4	4·6	104·5	56·2	48·3	15·5	10·0	5·5
1969 January	13·9	9·1	4·8	107·5	57·3	50·2	15·9	10·0	5·9
February	12·5	7·7	4·8	111·6	59·4	52·2	16·6	9·8	6·8
March	12·0	7·2	4·8	118·3	66·4	51·9	18·7	14·2	4·5
April	12·9	7·5	5·4	121·6	68·0	53·6	16·2	9·1	7·1
May	14·3	9·0	5·3	123·0	69·3	53·7	15·7	10·3	5·4
June	16·0	9·1	6·9	127·2	72·0	55·2	20·2	11·8	8·4
July p	15·7	10·0	5·7	125·9	69·5	56·4	14·2	7·4	6·8
August p	13·6	8·0	5·6	132·5	74·7	57·8	20·2	13·2	7·0
September p	16·9	10·5	6·4	134·1	78·2	55·9	18·5	14·0	4·5
October p	16·0	10·0	6·0	140·3	82·5	57·8	22·3	14·4	7·9
November									
December									
Average of the latest 3 months p	15·5	9·5	6·0	140·3	82·5	57·8	20·3	13·8	6·5
Average of the previous 3 months p	15·3	9·4	5·9	125·9	69·5	56·4	16·7	9·8	6·9
Percentage change	*1*	*1*	*2*	*11*	*19*	*2*	*22*	*41*	*–6*

(†) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)
(‡) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, December 19, 1969.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
The Magic Christian	Br/E 34530	95	December 15	Commonwealth United Entertainment (UK) Ltd.	Grand Films Ltd.
Movietone News 2115	Br/E 34329	8	December 19	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2115A	Br/E 34330	8	December 19	" "	" "
Pathe News 69-101	Br/E 34381	7	December 19	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69-102	Br/E 34382	7	December 19	" "	" "
				FOREIGN	
My Night with Maud	F 34531	113	December 15	Connoisseur Films Ltd.	Les Films du Losange, Paris.
Opera Cordis	F 34532	11	December 15	" "	Jugoslavia Film, Belgrade.
The Lawyer	F 34533	120	December 15	Paramount Pictures (UK) Ltd.	Furie Productions Inc.
Turned On	F 34534	7	December 16	United Artists Corporation Ltd.	Pyramid Productions Inc.

NOTE:
The registration of the film 'Hannibal Brooks' (F 34002) registered on March 14, 1969, has been amended to a British quota film (Br/E 34002) with effect from that date.
The registration of the film '9 Ages of Nakedness' (F 34221) registered on July 24, 1969, has been amended to a British quota film (Br/E 34221) with effect from that date.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Index of industrial production for October

THE CENTRAL Statistical Office provisional estimate for the index of production for October 1969, seasonally adjusted, is 121 (1963=100) compared with a revised figure of 122 for September. For manufacturing industry alone the figures are 124 and 125 respectively.

For the three months August to October 1969 it is provisionally estimated that production as a whole was –1.6 per cent lower than in the preceding three months, May to July 1969; for manufacturing industries alone the decrease was 1.0 per cent.

Full detailed tables will appear in next week's *Journal*.

Census of production for 1969

THE CENSUS OF Production to be taken in 1970 for the year 1969 will be an inquiry on similar lines to the simplified censuses taken in respect of the years 1964 to 1967. It will include firms engaged in manufacturing, construction, mining and quarrying, and water supply. The questions asked will again relate only to capital expenditure and to stocks and work in progress. Exceptionally, information about employment will be required from the construction industry.

As in previous simple censuses, voluntary contributors to the monthly or quarterly inquiries into stocks and capital expenditure taken by the Ministry of Technology or the Board of Trade will not be required to make returns. These voluntary contributors account for about two-thirds of the totals of stocks and capital expenditure in manufacturing industry and their figures for 1969 will be supplemented by statutory returns from some 1,600 larger businesses which are not voluntary contributors. The supplementary returns will help to make possible estimates of stock changes and capital expenditure, for 1969 as a whole, in greater industry detail and with greater reliability than is possible with the figures provided by the voluntary contributors alone. In general only the largest firms, not already voluntary contributors, will be approached, but in order to make possible the provision of separate figures for Scotland and for Wales some smaller firms in these countries will also be required to furnish returns. The statutory returns from firms in manufacturing industry, mining and quarrying, and water supply will be collected by the Ministry of Technology in pursuance of powers delegated by the Board of Trade under Section 3(3) of the Statistics of Trade Act, 1947.

In addition, as in the past, an approach will be made to a sample of about 3,000 businesses employing 25 or more persons in the construction industry.

An Order prescribing the matters about which returns may be required has now been made by the Board of Trade. The Order, which operates from December 31, 1969 is the Census of Production (1970) (Returns and Exempted persons) Order, 1969 (SI 1969 No. 1764). Copies may be obtained from HMSO, 49 High Holborn, London, W.C.2, and branches, or through any bookseller, price 6d. (or by post 10d., from HMSO, PO Box 569, London, S.E.1).

Household food consumption and expenditure, 1967

AVERAGE HOUSEHOLD SPENDING on convenience foods rose to a new high level of 8s. 8d. per person per week in 1967, accounting for nearly a quarter of expenditure on food for consumption in the home but for only about a sixth of its energy value and protein content and rather less of some other nutrients. Convenience foods were, however, an important and relatively inexpensive source of dietary iron and of vitamin D.

The Ministry of Agriculture, Fisheries and Food state that these are among the findings of the eighteenth Annual Report of the National Food Survey Committee entitled 'Household Food consumption and Expenditure: 1967,' published on December 16. The report gives special attention to the consumption of convenience foods because most of the growth in demand for food during the sixties has been concentrated in this sector. Although expenditure on canned goods is still nearly six times as great as that on quick-frozen convenience foods, the latter expanded two and a half times as rapidly as the former over the five years from 1962 to 1967.

The report also gives special attention to nutritional levels and makes use of new recommended intakes of nutrients drawn up by the Committee on Medical Aspects of Food Policy of the Department of Health and Social Security, as well as the BMA scales. Tables are also included to show the comparative costs of nutrients in different kinds of food. The report examines, in the context of the new recommendations, the concentration of nutrients in relation to calories in the average diet of different types of household. The use of the new recommendations permits the nutritional findings of the survey to be placed in better perspective than was possible with the BMA scales, which put an undue emphasis on protein and calcium. In broad terms the nutritional picture that emerges is satisfactory, but is not incompatible with malnutrition in certain areas. However, dietary data cannot by themselves establish nutritional status, which can only be investigated properly by the combination of methods employed in the Department of Health and Social Security's individual surveys.

In reviewing developments between 1962 and 1967 the report shows that average household food expenditure rose by nearly 17 per cent while food prices rose by about 14 per cent. Two-thirds of the resultant gain of 2½ per cent in the real value of food purchases per head took place between 1965 and 1967, and almost the whole of the five years' gain was due to the increase of nearly 16 per cent for convenience foods. A supplement to the report gives some preliminary results for 1968 and shows that there was no further gain in that year in the real value of food purchases per head, although in money terms household spending on food increased by 2½ per cent to 37s. 11d. per person per week. The report also contains the customary tables showing geographical, social class (income grade) and family composition differences in food purchasing habits and nutrient intakes.

In Scotland, and in the Northern and the Yorkshire and Humberside regions about one-quarter of household food expenditure was on convenience foods, but in Wales and the South of England the proportion was nearer one-fifth. Expenditure on canned foods was particularly high in the north and low in the south-east and south-west In contrast, average expenditure on quick-frozen convenience foods

Robert Hough

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was relatively high in the south and in Wales, and comparatively low in the north and in Scotland. Younger married couples without children spent nearly twice as much per head (11s. 1d. per week) on convenience foods as was spent on them by families with four or more children (5s. 11d. per head).

Notes:

Copies of the Report are obtainable from HMSO price 23s. (by post 24s. 2d).

The National Food Survey is a continuous sampling inquiry into the domestic food consumption and expenditure of private households in Great Britain. The Survey was initiated in 1940 but was confined to urban working-class household until 1950, when it was extended to all classes and to all parts of Great Britain. In 1967, over 8,000 household provided a record of their food purchases.

Though intended primarily to provide information for administrative purposes, the National Food Survey yields data of interest to all who are concerned with the home market for food. Comprehensive annual reports necessarily take a considerable time to prepare and print, but summarized results are published as soon as possible in the *Monthly Digest of Statistics*, in the *Board of Trade Journal*, and in the Ministry's *Food Facts*. Unpublished results are available for some detailed analyses, including quarterly estimates of household food consumption, expenditure and average prices paid for nearly 150 foods by households of different social class and family composition, and in different areas of Great Britain. Such unpublished data can be supplied on payment of a fee which varies according to the amount and nature of the information required; application should be made to the Secretaries of the National Food Survey Committee, Ministry of Agriculture, Fisheries and Food, Government Buildings, Tolcarne Drive, Pinner, Middlesex.

Business Monitor

THE FOLLOWING titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:

Imported Timber for October 1969
Paper and Film Bags for September 1969
Gramophone Records for September 1969
Salt for October 1969

Quarterly at 7s. 6d. a year post free:

Colours for Third Quarter 1969
Industrial Trucks and Tractors for Third Quarter 1969
Motor Control Gear for Third Quarter 1969
Pesticides and Allied Products for Third Quarter 1969

A complete list of titles in the Production Series was last published in the *Board of Trade Journal* on December 17, on page 1635.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

Textile and clothing industries: orders and deliveries

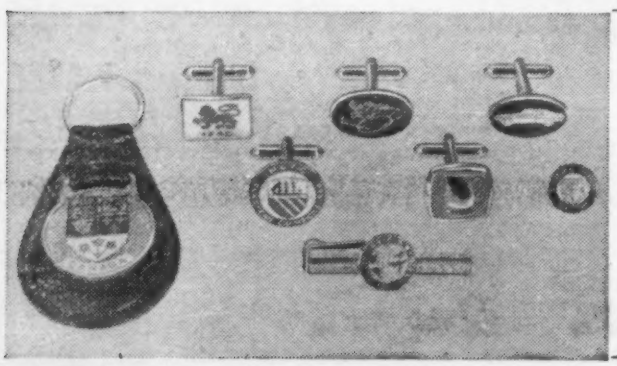
IN THE THREE MONTHS ending October net new orders received by the textile and clothing industries were 5 per cent less than in the three previous months. Deliveries, which were 4 per cent less, exceeded new orders so that order books at the end of October were 2 per cent less than at the end of July.

The above comparisons are based on the seasonally adjusted series in the accompanying table.

Textile and clothing industries†
Index numbers of the volume of total orders and deliveries (§)

	Orders-on-hand (end period)		Net new orders		Deliveries	
	April 1959 = 100		Average 1959 deliveries = 100		Average 1959 deliveries = 100	
1960	136		103		103	
1961	104		91		99	
1962	100		92		93	
1963	117		100		95	
1964	124		99		98	
1965	121		98		99	
1966	105		92		97	
1967	114		93		91	
1968	129		99		96	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1967 1st quarter	104	104	89	90	90	91
2nd quarter	107	104	93	88	90	89
3rd quarter	100	105	81	94	88	91
4th quarter	114	114	109	100	96	93
1968 1st quarter	117	117	99	97	96	94
2nd quarter	129	125	106	104	95	97
3rd quarter	122	129	85	100	92	96
4th quarter	129	129	107	97	100	96
1969 1st quarter	133	133	103	101	99	97
2nd quarter	135	131	101	99	100	102
3rd quarter p	124	131	82	96	92	97
1968 August	123	126	86	106	90	96
September	122	129	99	106	100	98
October	123	127	108	90	106	95
November	129	126	125	102	108	99
December	129	129	88	99	87	95
1969 January	130	130	94	99	91	95
February	133	133	110	105	103	98
March	133	133	103	97	102	97
April	135	134	101	100	95	99
May	137	132	102	98	99	101
June	135	131	101	100	105	105
July p	133	132	80	97	87	94
August p	128	132	75	92	89	95
September p	124	131	91	98	103	100
October p	125	129	108	90	104	94

(†) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibres industries. (§) At constant (average 1958) prices.



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PEWTER CRESTED TANKARDS
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Windsor Cuff Links Ltd Badges (Birmingham) Ltd
STEWARD ST. BIRMINGHAM 18. ENGLAND.
Telephone: 021-454 6404 Telex: 338633

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in October was 7 per cent less than in October, 1968.

Statistics issued by the Wool Industry Bureau of Statistics show that in the 10 months January-October deliveries of woven fabrics (excluding blankets) were 3 per cent less than in the same period of 1968 and deliveries of worsted yarn (excluding semi-worsted yarn) were 4 per cent less.

Production of wool and hair tops was 5 per cent less and of man-made fibre tops 18 per cent more.

Output of the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (†)	Worsted yarn (§)	Woven fabrics (excluding blankets) p‡)		Blankets (†)
		Wool and hair	Man-made fibres			Woollen	Worsted	
	Million lb.				Million sq. yds.			
1963	457·8	304·0	42·2	313·1	239·7	176·8	148·6	35·1
1964	418·3	265·2	56·8	325·8	233·3	177·1	148·3	32·9
1965	402·6	247·6	57·1	321·8	227·6	175·3	147·6	32·8
1966	388·2	229·8	62·9	314·7	220·9	168·4	133·9	30·5
1967	359·9	203·1	60·9	304·4	197·6	163·2	131·3	28·7
1968	391·4	213·0	80·2	324·9	216·6	162·4	132·3	32·7
1968 1st qtr.	102·9	57·0	19·0	85·0	54·5	39·8	35·5	9·0
2nd qtr.	100·3	55·9	19·1	81·5	53·8	40·8	32·2	6·8
3rd qtr.	87·5	48·2	19·3	72·0	51·2	40·4	30·0	7·5
4th qtr.	100·6	51·9	22·8	86·5	56·9	41·5	34·6	9·4
1969 1st qtr.	105·4	55·3	23·9	86·3	58·0	37·9	34·9	7·9
2nd qtr.	100·6	52·8	22·7	82·9	57·2	40·8	32·2	10·2
3rd qtr.	84·7	45·7	21·6	66·3	48·9	38·8	29·6	5·6
1968 Oct.	35·8	18·6	8·3	30·3	21·3	15·8	12·6	3·5
Nov.	34·0	17·5	8·1	29·9	19·0	13·8	11·6	3·0
Dec.	30·8	15·8	6·3	26·4	16·6	11·9	10·3	2·9
1969 Jan.	38·1	19·6	8·3	32·0	20·0	14·6	12·4	3·2
Feb.	33·6	17·4	7·8	27·5	19·1	11·6	11·2	2·5
Mar.	33·7	18·4	7·8	26·7	18·9	11·8	11·3	2·2
Apr.	33·9	17·2	7·7	28·6	18·6	12·6	10·7	3·2
May	31·8	17·2	7·5	25·7	19·2	14·0	10·5	4·7
June	34·9	18·3	7·5	28·7	19·4	14·3	11·1	2·3
July	30·5	17·9	8·4	22·1	17·1	13·7	10·6	1·3
Aug.	23·0	10·6	5·0	20·5	14·1	11·0	7·9	1·9
Sept.	31·2	17·3	8·1	23·7	17·8	14·1	11·1	2·4
Oct.	33·5	17·4	9·0	27·5	21·2	13·7	11·9	2·7

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn; previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In October deliveries of semi-worsted yarn were 1·6 million lb.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of a wide range of British products in most overseas countries are available to exporters from the Export Services Branch of the Board of Trade

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

Production in the cotton industry

THE VOLUME OF PRODUCTION in the cotton industry (including the processing of man-made continuous filament yarn and finishing) in October was 1 per cent more than in October 1968.

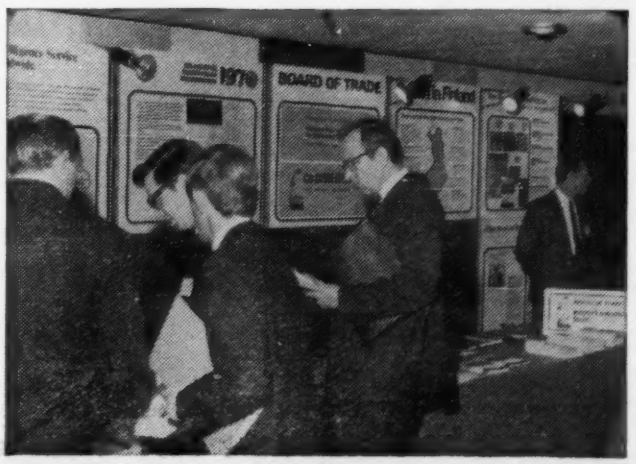
Statistics issued by the Textile Council show that in the 10 months January-October the amount of cloth woven was at the same level as in the corresponding period of 1968. Production of single yarn was 1 per cent less while the amount of yarn doubled was 4 per cent more.

Production in the cotton industry

Annual totals and weekly averages

	Single Yarn(†)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (‡)	Spun man-made fibre yarns and mixture yarn inc. waste	Cotton yarn	Other	Textured yarn (§)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yards	
1963	488·7	127·0	131·4	107·0	..	1,014·1	560·3
1964	508·1	145·9	136·1	120·0	40·7	1,033·1	610·1
1965	484·8	142·5	131·5	120·3	47·5	1,015·0	624·4
1966	455·7	136·2	123·1	110·2	62·2	915·3	616·6
1967	383·8	124·8	108·1	105·2	78·4	745·0	529·8
1968	377·4	148·7	110·0	114·6	113·6	730·7	554·8
1968 October p	7·8	3·3	2·3	2·3	2·5	15·2	11·5
November	7·9	3·4	2·3	2·3	2·9	15·4	11·7
December	6·7	2·9	1·9	2·1	2·4	12·7	9·9
1969 January p	7·5	3·1	2·1	2·4	3·0	14·4	11·5
February	7·5	3·1	2·2	2·5	3·2	14·7	11·8
March	7·7	3·0	2·1	2·7	3·1	14·9	12·1
April p	7·0	2·8	2·0	2·5	2·8	13·9	11·0
May	7·5	3·3	2·1	2·7	2·8	14·4	11·6
June	6·6	3·0	1·9	2·4	2·8	15·0	11·8
July p	5·3	2·3	1·6	2·1	2·2	9·3	8·2
August	7·1	3·3	1·8	2·6	2·4	14·3	11·1
September	6·0	2·8	1·8	2·4	3·0	12·2	10·4
October p	7·5	3·5	2·1	2·9	3·0	14·7	12·2

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarns of cotton and cotton waste. (§) Deliveries.



Cape Universal Building Products Limited recently held a three-day conference for its European agents. This conference concentrated mainly on Asbestolux insulating board, the company's major selling line in Europe. Seventeen delegates from 14 countries attended the conference. Photograph shows the party of agents about to leave for a visit to the Cape Universal factory at Uxbridge where they saw the Asbestolux manufacturing process.

Exhibitions and Fairs

BoT help for United Kingdom exhibitors abroad in 1970

FURTHER support will be given to British firms participating in collective displays at overseas trade fairs by the Board of Trade in 1970. This, states Mr. Roy Mason, President of the Board of Trade, will be an important feature in the Board's export promotional activity.

In the first three months of 1970 some 1,400 British firms will be taking part in over 70 overseas trade fairs. These will be supported by the Board of Trade under its schemes for assisted participation, with the co-operation and help of the various sponsoring organizations and the British commercial representatives abroad. There will also be some 20 store promotions in various countries throughout the world.

In 1970 there will also be a major trade drive in Finland which will include a series of store promotions covering retail outlets in the main provincial centres, 14 joint ventures at 10 trade fairs, including a British Engineering Week, supporting events and a British design centre.

Plans for 1970/71 also include a special trade drive, 'Target California', designed to help British firms increase their share of the most prosperous market in the United States. A highlight of the special effort will be a British Week in San Francisco during the autumn of 1971.

During 1969 the Board of Trade supported 5,500 firms at 263 overseas trade fairs in 43 countries. Whilst a large number of these fairs were of a specialized nature, in all they covered a wide range of products including both capital goods, such as agricultural machinery, construction equipment, machine tools, packaging and printing machinery and scientific instruments, and consumer goods, such as books, clothing, fine foods, sports goods and toys. The Board of Trade supported firms exhibiting in Sao Paulo in Brazil, Tehran and Auckland, in over a dozen cities and towns throughout the United States, including New York, Chicago, Cleveland and Los Angeles, and in towns in all the major western European countries including Paris, Cologne, Hanover, Milan, Copenhagen and Stockholm.

During 1969 there were also the successful major British Weeks in Vienna and Tokyo, with British Shopping Weeks in Luneburg, Dortmund and Vechta in Germany, Genk in Belgium, and Gothenburg in Sweden.

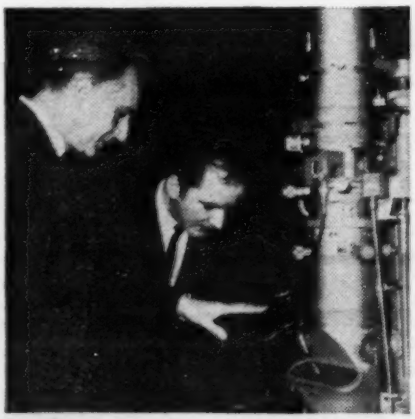
Successful scientific instruments exhibition in Warsaw

A report from the British Embassy, Poland.

A SCORE of leading members of the Scientific Instruments Manufacturers' Association of Great Britain exhibited approximately 100 of their latest and most advanced products at the Technical Museum in the Palace of Culture and Science in Warsaw from November 24 to 29. Many of the participating companies had already established contacts with the Polish market, but it was the first time that members of SIMA had made a concerted effort to arrange an exhibition in Poland devoted exclusively to scientific equipment and apparatus.

The exhibition was sponsored by the Board of Trade with SIMA, as a joint venture scheme, and was organized in co-operation with the Supreme Technical Organization (NOT), a body which might be described as 'The Federation of Associations of Polish Engineers'. During the exhibition, a series of 15 lectures were delivered by participating companies in co-operation with the Association of Polish Electrical Engineers (SEP).

The exhibition was opened by the Parliamentary Secretary at the Ministry of Technology, Dr. E. A. Davies, in the presence of a number of Polish Government officials, including Mr. K. Olszewski, the First Deputy Chairman of the Committee for Economic Co-operation with Foreign Countries, also Mr. J. N. Henderson, HM Ambassador in Poland, and Mr. R. H. C. Foxwell, president of SIMA. Dr. Davies announced that as a result of a visit by a British delegation during the previous week, an agreement had been reached for greater co-operation between Britain and Poland in the field of scientific, measuring and industrial instruments. The agreement had been signed by SIMA on the one hand and the Polish State industrial and trade organizations MERA and METRONEX on the other.



Examining the electron microscope demonstrated by AEI Scientific Apparatus Ltd. at the SIMA exhibition in Warsaw (left) Prof. dr. Jan Kaczmarek, chairman of the Committee for Science and Technology.

(*Continued at foot of next column*)

Apart from a visit on November 28 by Prof. dr. Jan Kaczmarek, chairman of the Committee for Science and Technology (KNIT), and Mgr. Inz. Jerzy Metera, vice-chairman of KNIT, and in addition to visitors from important organizations in Warsaw such as METRONEX, VARIMEX and MERA, the wide publicity about the exhibition through the Press and radio attracted technologists from provincial organizations and scientific institutes throughout the country. The lectures were attended by a total audience of about 2000.

In general, the event was judged by all concerned – sponsors, organizers, exhibitors and visitors – as an outstandingly successful start to what is hoped will become a regular series of exhibitions in Warsaw in future.

Helsinki 'Physicians' Days' boost sales of UK pharmaceutical products

by A. H. Banks, British Embassy, Helsinki

'PHYSICIANS' DAYS' – the annual exhibition and symposium which covers every branch of medical science – took place at the Finnish and Swedish Medical Schools in Helsinki from November 16-22, and a total of 3,000 delegates drawn from the medical and nursing professions attended the series of lectures and discussions which were held in various hospitals and colleges throughout the city.

As in previous years, an exhibition of pharmaceutical products, medical and surgical requisites was staged at the Finnish Commercial High School, and a smaller exhibition of hospital equipment took place in the adjoining Swedish Commercial High School. These twin events are the most important dates in the calendar of Finnish pharmaceutical manufacturers, foreign manufacturers producing through subsidiary companies established in Finland, and importers of pharmaceutical and medicines throughout the country.

This year a total of 200 manufacturers exhibited their products on 74 stands, including 31 from Britain. Other manufacturers came from America, the Federal Republic of Germany, Sweden, Switzerland, Denmark, Holland, France, Italy, Norway, Japan and Ireland.

The focal point of British participation was in the joint venture stands organized by the Board of Trade and the Association of the British Pharmaceutical Industry. The stands were situated in an alcove site of 49 sq. metres in Hall B on which five British manufacturers were represented. Other British manufacturers exhibited their products on their agents' stands throughout the exhibition. Most British manufacturers showed products which are already firmly established in Finland, but others took advantage of the presence of members of the medical profession to introduce new lines. All exhibitors reported receiving many interested inquiries and several firm orders were taken. One British exhibitor reported selling equipment from the stand and another exhibitor claimed that through previous 'Physicians' Days' exhibitions a commodity that was unknown in Finland was now their third best-selling item, and the signs were that because of this year's exhibition there would be another upward surge.

The consensus of opinion amongst the exhibitors taking part in the joint venture was that both design and location were an improvement on previous years. All exhibitors were of the opinion that the joint venture should be held in Hall B in future years.

It is recommended that British manufacturers who have not, as yet, exhibited at the 'Physicians' Days' exhibition might consider doing so in 1970, in order to take advantage of the Trade Drive publicity which will operate throughout the year.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Austria and Rumania

THE AUSTRIAN Federal Chamber of Commerce Journal *International Wirtschaft* of December 5 published details of the protocol for 1970 to the Austro/Rumanian Long-Term Trade Agreement which was signed on November 17, 1965. The protocol, which received the formal approval of the Austrian Government on December 2, sets out in detail the agreed quotas of commodities to be imported into both countries in 1970 and a list of Rumanian goods which may be imported into Austria free of quota restrictions but still subject to automatic import licensing.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 461).

Greece and Japan

THE RENEWAL of the trade agreement between Greece and Japan for the year ending September 30, 1969 was announced in the *Board of Trade Journal* of August 6, page 39.

Following further negotiations, this agreement has again been extended from October 1, 1969 to September 30, 1970.

All inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248, 5757, Ext. 420 and 475).

Greece and Poland

A PROTOCOL covering trade between Greece and Poland in 1969/70 was signed in Athens on October 17, 1969 and provided for an increased turnover in trade between the two countries for the period, October 1, 1969 to September 30, 1970.

Goods covered by this protocol which Greece will export to Poland in 1969/70 include tobacco, cotton, citrus fruit and dried fruit, rice, sheepskin and other articles.

Goods which Poland will export to Greece include sugar, cotton and other fabrics and certain cosmetic preparations.

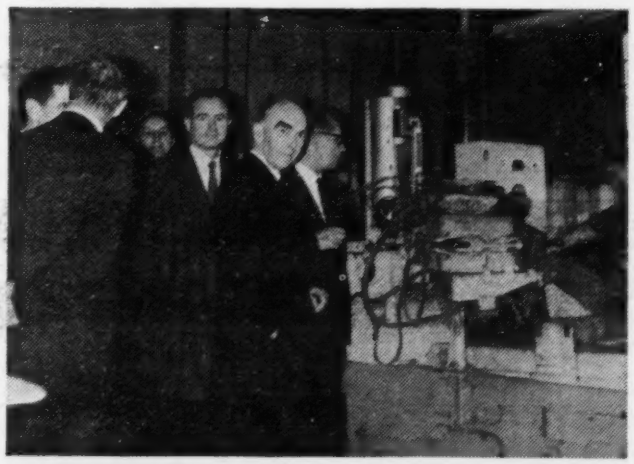
Inquiries concerning this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

Hints to businessmen booklets

REVISED EDITIONS of the booklets on The Netherlands, Switzerland, South Vietnam, Thailand, Peru, Austria and the Federal Republic of Germany and West Berlin (including notes on East Berlin) have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

The future development of Anglo-Spanish trade was discussed at a press conference in London recently. It was arranged by a Spanish trade mission. The mission, from the Spanish Chambers of Commerce and Industry, came to London at the invitation of the London Chamber of Commerce. Seen here are (l. to r.) Senor Don Lozano Bergua, president foreign relations, Madrid Commerce of Industry, Don Francisco Otamendi Conde de Almaraz, leader of the mission, Senor Garcia Matees, president, Spanish Chamber of Commerce in Great Britain, and Mr. William O'Hara, chairman Iberian sector, London Chamber of Commerce.



On the second anniversary of the signing of a licence agreement and contract for the supply of battery-making machinery to Poland amounting to over £500,000, Chloride Overseas Limited, were invited to send a delegation to Poland to review progress and discuss opportunities for further co-operation. The invitation came from ZPKiSE and POLMOT, the organizations controlling the Polish battery industry and foreign licence agreements. The six man Chloride delegation was led by Sir Joseph Hunt (centre, facing camera), deputy managing director of The Chloride Electrical Storage Co. Ltd., the Chloride Group parent company.

Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photo copies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies - see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGAT LDN. Telegram: EXSERBRA).*

A consignment of English-grown roses destined for New York being placed aboard a VC10 at London (Heathrow) Airport. The roses, grown at Pollard's Nurseries, Barnham, Sussex, are wrapped in Monsanto's Polyflex biaxially oriented polystyrene sheet.

ANGOLA

Bulletin 244/69

SOUTH WEST AFRICA WATER AND ELECTRICITY CORPORATION (PTY.) LTD.:
Pumping Scheme. Closing date postponed to February 2, 1970. (Further Information.) E.S.B. 20725/69/J.

AUSTRALIA

Bulletin 243/69

DEPARTMENT OF WORKS, BRISBANE:
*68s. **Air Conditioning Equipment.** (Further Information.) E.S.B. 51349/69/J.

Bulletin 244/69

COMMONWEALTH RAILWAYS:
*23s. and 22s. **Axles.** (Further Information.) E.S.B. 51171/69/J and 51162/69/J respectively.
SYDNEY COUNTY COUNCIL:
*52s. **Transformers.** February 12, 1970. E.S.B. 51552/69/J.
STATE STORES, BRISBANE:
*4s. **Hammer Mill and Accessories.** January 15, 1970. E.S.B. 51731/69/J.
STATE ELECTRICITY COMMISSION OF QUEENSLAND:
*53s. **Transformers.** January 7, 1970. E.S.B. 51399/69/J.

Bulletin 245/69

STATE ELECTRICITY COMMISSION OF VICTORIA:
*29s. **Demand Recording Equipment.** Closing date postponed to January 5, 1970. (Further Information.) E.S.B. 42840/69/J.

Bulletin 246/69

DEPARTMENT OF THE INTERIOR:
*7s. **Surveying Equipment.** January 14, 1970. E.S.B. 51799/69/J.
AGENT-GENERAL FOR QUEENSLAND:
*5s. **Recording Traffic Counters.** January 19, 1970. E.S.B. 51798/69/J.
GOVERNMENT OF WESTERN AUSTRALIA:
Construction of Railway. (Advance Information.) E.S.B. 51800/69/J.

BRAZIL

Bulletin 244/69

CIA DO METROPOLITANO DE SAO PAULO:
Electric Rail System. February 25, 1970. E.S.B. 51580/69/J.

BURMA

Bulletin 244/69

PEOPLE'S BAWDWIN INDUSTRY:
*3s. **Belting Equipment.** February 10, 1970. E.S.B. 51715/69/J.
*5s. **Bolts and Nuts.** February 10, 1970. E.S.B. 51716/69/J.
*3s. **Tin Ingots.** February 10, 1970. E.S.B. 51727/69/J.
*3s. **Punches.** February 10, 1970. E.S.B. 51717/69/J.

PEOPLE'S PEARL AND FISHERY BOARD:
*5s. **Bead Manufacturing Machinery.** January 15, 1970. E.S.B. 51588/69/J.
*5s. **Bulldozer.** January 15, 1970. E.S.B. 51596/69/J.
BOARD OF MANAGEMENT FOR THE PORT OF RANGOON:
*3s. **Fire Pump.** January 15, 1970. E.S.B. 51712/69/J.
*2s. **Grinding Machine.** January 15, 1970. E.S.B. 51719/69/J.
*2s. **Welding Transformers and Welders' Accessories.** January 15, 1970. E.S.B. 15718/69/J.
*2s. **Punching and Shearing Machine.** January 15, 1970. E.S.B. 51713/69/J.
GOVERNMENT DOCKYARD, RANGOON:
*5s. **Workshop Tools and Supplies.** January 25, 1970. E.S.B. 15714/69/J.
PEOPLE'S OIL INDUSTRY:
*3s. **Steel Wire.** February 28, 1970. E.S.B. 51707/69/J.
*11s. **Pumping Unit.** January 15, 1970. E.S.B. 51703/69/J.
*4s. **Pipe Fittings.** February 28, 1970. E.S.B. 57710/69/J.
*3s. **Pipe Fittings.** January 19, 1970. E.S.B. 51593/69/J.
*3s. **Pliers, Seals.** March 5, 1970. E.S.B. 51702/69/J.
*4s. **Oxygen Plant and Equipment.** February 1, 1970. E.S.B. 51704/69/J.
*4s. **Electric Cables.** February 28, 1970. E.S.B. 51711/69/J.
*5s. **Pressure Gauges.** January 19, 1970. E.S.B. 51595/69/J.
*3s. **Bungs, Washers, Flanges.** February 28, 1970. E.S.B. 51705/69/J.
*2s. **Resin.** March 5, 1970. E.S.B. 51704/69/J.
ELECTRICITY SUPPLY BOARD:
*17s. **Electric Meters.** February 16, 1970. E.S.B. 51729/69/J.
*49s. **Generating Sets.** February 6, 1970. E.S.B. 51728/69/J.
PUBLIC WORKS CORPORATION:
*4s. **Water Heaters.** January 12, 1970. E.S.B. 51597/69/J.
*5s. **Cables.** January 10, 1970. E.S.B. 51600/69/J.
*4s. **Electric Lamp Fittings.** January 9, 1970. E.S.B. 51599/69/J.
MINISTRY OF DEFENCE:
*3s. **Builders' Hardware.** January 15, 1970. E.S.B. 51725/69/J.
STATE TIMBER BOARD:
*3s. **Outboard Motors.** January 17, 1970. E.S.B. 51722/69/J.
*3s. **Hoop Iron Stretchers and Sealers.** January 17, 1970. E.S.B. 51724/69/J.
*3s. **Tyres and Tubes.** January 17, 1970. E.S.B. 51723/69/J.

CHILE

Bulletin 245/69

EMPRESA NACIONAL DE ELECTRICIDAD, SA:
*51s. **Lightning Arresters.** February 19, 1970. E.S.B. 51746/69/J.
SERVICIO NACIONAL DE SALUD:
*3s. (In Spanish.) **Insecticides and Pesticides.** January 14, 1970. E.S.B. 51751/69/J.
*3s. (In Spanish.) **Sterilizers.** January 13 1970. E.S.B. 51752/69/J.
*3s. (In Spanish.) **Gelatine Capsules.** January 9, 1970. E.S.B. 51753/69/J.
*3s. (In Spanish.) **Tetracycline Chloral Hydrate.** January 9, 1970. E.S.B. 51754/69/J.
*3s. (In Spanish.) **Raw Cotton.** January 6, 1970. E.S.B. 51755/69/J.
FERROCARRILES DEL ESTADO:
*3s. (In Spanish.) **Batteries.** January 7, 1970. E.S.B. 51762/69/J.
EMPRESA NACIONAL DE ELECTRICIDAD:
*34s. **Telecommunication Equipment.** January 15, 1970. E.S.B. 51591/69/J.
FERROCARRILES DEL ESTADO:
*4s. (In Spanish.) **Fire Extinguishers and Supports.** January 6, 1970. E.S.B. 51756/69/J.

CONGO, DEMOCRATIC REPUBLIC OF

Bulletin 244/69

DCMP - BUREAU D'ACHAT:
*6s. (In French.) **Surgical Instruments.** February 24, 1970. E.S.B. 51525/69/J.
*4s. (In French.) **Pharmaceuticals.** March 11, 1970. E.S.B. 51526/69/J.
*5s. (In French.) **Pharmaceuticals.** March 3, 1970. E.S.B. 51528/69/J.
*4s. (In French.) **Insecticides; Sprayers.** February 12, 1970. E.S.B. 51581/69/J.
*4s. (In French.) **Serums and Vaccines.** February 27 1970. E.S.B. 51527/69/J.

GREECE

Bulletin 244/69

PUBLIC POWER CORPORATION:
Relays. January 13, 1970. E.S.B. 51563/69/J.
GREEK STATE RAILWAYS:
*10s. **Tin.** January 16, 1970. E.S.B. 51566/69/J.
*11s. **Roller Bearings.** January 9, 1970. E.S.B. 51570/69/J.
Pumping Units. January 10, 1970, E.S.B. 51562/69/J.

INDIA

Bulletin 243/69

INDIAN OIL CORPORATION LTD.:
Pumps. January 1, 1970. E.S.B. 51517/69/J.

Bulletin 244/69

DIRECTORATE-GENERAL OF SUPPLIES AND DISPOSALS:
Lighthouse Equipment; Beacon Equipment. Closing date postponed to February 17, 1970 (Further Information.) E.S.B. 44837/69/J.
UP STATE ELECTRICITY BOARD:
Ultra Violet Trace Recorders. January 12, 1970. E.S.B. 51585/69/J.
BHARAT HEAVY PLATE AND VESSELS LTD.:
Vaporizers. January 7, 1970. E.S.B. 51584/69/J.
PUNJAB STATE ELECTRICITY BOARD:
Circuit Breakers, Transformers. January 20, 1970. E.S.B. 51586/69/J.

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as 500 calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments' summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only £10 10s.*

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IRAN
Bulletin 245/69
IRANIAN STATE RAILWAYS:
*11s. Loudspeakers and Amplifiers. February 7, 1970. E.S.B. 51747/69/J.
Bulletin 243/69
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
*Construction of Water Supply Scheme. (Further Information.) E.S.B. 43285/69/J.

JORDAN
Bulletin 245/69
JORDAN PETROLEUM REFINERY CO. LTD.:
*1s. Electrodes and Welding Rods. January 13, 1970. E.S.B. 51765/69/J.
*1s. Fire Hose. January 13, 1970. E.S.B. 51763/69/J.
*1s. Air Conditioner. January 13, 1970. E.S.B. 51764/69/J.

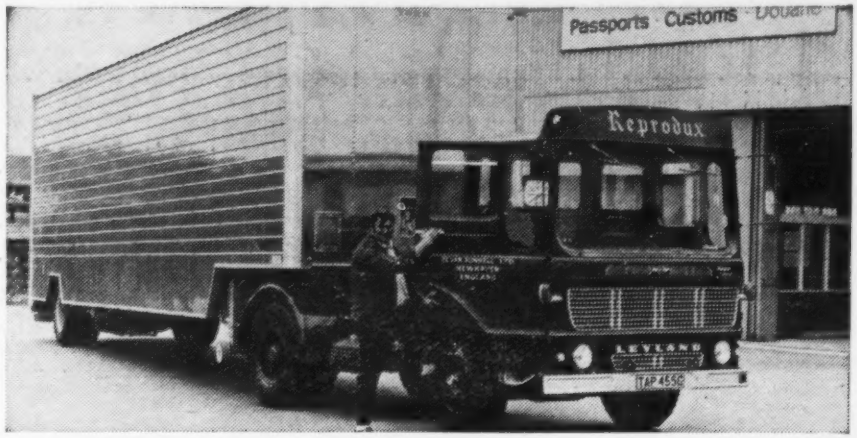
MALAYSIA
Bulletin 244/69
PUBLIC WORKS DEPARTMENT:
*20s. Inspection Services for Steel Pipes and Submarine Pipelines. January 5, 1970. E.S.B. 51554/69/J.

MEXICO
Bulletin 243/69
COMISION FEDERAL DE ELECTRICIDAD:
*37s. Circuit Breakers. (Further Information.) E.S.B. 47827/69/J.
Bulletin 244/69
Transformers. January 12, 1970. E.S.B. 51400/69/J.
*96s. (In Spanish.) Telecommunication equipment. January 15, 1970. E.S.B. 51388/69/J.

NEW ZEALAND
Bulletin 243/69
NEW ZEALAND RAILWAYS:
*14s. Data Processing Equipment. January 21, 1970. E.S.B. 51192/69/J.
Bulletin 244/69
DEPARTMENT OF EDUCATION:
*2s. Resistance Boxes; Capacitance Substitution Boxes. January 15, 1970. E.S.B. 51560/69/J.
*2s. Knifemaker. January 1, 1970. E.S.B. 51571/69/J.
*2s. Ultrasonic Cleaner. January 16, 1970. E.S.B. 51573/69/J.
*2s. Electronic Calculators. January 16, 1970. E.S.B. 51561/69/J.
*3s. Electrical Equipment. January 15, 1970. E.S.B. 51559/69/J.
GOVERNMENT PRINTING OFFICE:
*3s. Paper. January 15/16, 1970. E.S.B. 51558/69/J and 51557/69/J respectively.
PALMERSTON NORTH HOSPITAL BOARD:
*Alternator Sets. January 23, 1970. E.S.B. 51556/69/J.
Bulletin 246/69
MINISTRY OF WORKS:
*3s. Welder. January 23, 1970. E.S.B. 47882/69/J.
NEW ZEALAND FOREST SERVICE:
*5s. Cross Cutting Machine. January 20, 1970. E.S.B. 51796/69/J.

PAKISTAN
Bulletin 244/69
GREATER LAHORE WATER SUPPLY:
Water Mains: Pipes and Specials. (Further Information.) E.S.B. 50397/69/J.
DIRECTORATE OF SUPPLY:
*10s. Waterstills, Voltmeters, Capacitors. January 15, 1970. E.S.B. 51524/69/J.
*11s. Welding Equipment, Tools, Electric Testing Equipment. January 8, 1970. E.S.B. 51575/69/J.
DACCA WATER SUPPLY AND SEWERAGE AUTHORITY:
*80s. Water and Sewage Treatment Equipment. (Further Information.) E.S.B. 49843/69/J.

SOUTH AFRICA
Bulletin 243/69
STATE TENDER BOARD:
*52s. Pumping Sets, Alternator and Crane. January 22, 1970. E.S.B. 51333/69/J.
*13s. Pumps. January 29, 1970. E.S.B. 51334/69/J.
*17s. Vehicles. January 29, 1970. E.S.B. 51338/69/J.
*6s. Nickel Silver Strip. January 6, 1970. E.S.B. 51337/69/J.
*1s. Neoprene Joint Seal. January 22, 1970. E.S.B 51336/69/J.
*29s. Vehicles. January 29, 1970. E.S.B. 51335/69/J.



A Leyland Super Comet, believed to be the largest furniture van in the country, is seen prior to leaving recently with its first consignment of reproduction furniture made by Bevan Funnell Ltd. The van, with a capacity of 3,000 cubic feet, will run exclusively on the Scandinavian route.

SUDAN
Bulletin 244/69
MINISTRY OF WORKS:
*11s. Pumping Sets. January 14, 1970. E.S.B. 51535/69/J.

SYRIAN ARAB REPUBLIC
Bulletin 245/69
GENERAL AUTHORITY OF CEREALS AND FLOUR MILLS:
Reconstruction and Development of Flourmills. March 1, 1970. E.S.B. 51548/69/J.

TAIWAN
Bulletin 243/69
CENTRAL TRUST OF CHINA:
*4s. Heat Exchanger Tubes. January 30, 1970. E.S.B. 51341/69/J.
*5s. Telegraph Terminal Equipment. January 30, 1970. E.S.B. 51343/69/J.
*8s. Motor Control Centre. January 26, 1970. E.S.B. 51346/69/J.
*2s. Gate Valves. January 13, 1970. E.S.B. 51391/69/J.
*1s. Steam Trap and Strainer. January 13, 1970. E.S.B. 51392/69/J.
*2s. Abrasives. January 7, 1970. E.S.B. 51395/69/J.
*3s. Steel Plates. January 8, 1970. E.S.B. 51396/69/J.
*9s. Telephone Line Equipment and Sets. February 2, 1970. E.S.B. 51345/69/J.
*4s. Anti-knock Compound. January 30, 1970. E.S.B. 51342/69/J.
*2s. Steel Bars. January 9, 1970. E.S.B. 51348/69/J.
Bulletin 244/69
*3s. Steel Sheets and Plates. January 7, 1970. E.S.B. 51394/69/J.
*4s. Tractor Disc. January 30, 1970. E.S.B. 51344/69/J.
*12s. Cigarette Paper Embossing Machine Parts. January 23, 1970. E.S.B. 51339/69/J.
*15s. Steel Tyres and Wheels. January 5, 1970. E.S.B. 51393/69/J.

TURKEY
Bulletin 245/69
TURKIYE SELULOZ VE KAGIT FABRIKALARI:
*4s. (In Turkish.) Paper. January 5, 1970. E.S.B. 51551/69/J.
ILLER BANKASI:
*22s. Chlorine Bottles, Chlorine Tanks. January 14, 1970. E.S.B. 51760/68/J.
GROUND FORCES COMMAND:
*9s. Cardiac Monitor System. January 26, 1970. E.S.B. 51757/69/J.
*9s. Catheterization Unit. January 26, 1970. E.S.B. 51758/69/J.

UNITED ARAB REPUBLIC (EGYPT)
Bulletin 243/69
EGYPTIAN RAILWAYS:
Asbestos. January 10, 1970. E.S.B. 51380/69/J.
Batteries. January 10, 1970. E.S.B. 51381/69/J.

URUGUAY
Bulletin 243/69
ANCAP:
*9s. (In Spanish.) Measuring Instruments. January 28, 1970. E.S.B. 51328/68/J.
*10s. (In Spanish.) Bottling Equipment. January 23, 1970. E.S.B. 51329/69/J.
*8s. (In Spanish.) Steel Pipes. January 14, 1970. E.S.B. 51330/69/J.
*11s. (In Spanish.) Locomotive. February 6, 1970. E.S.B. 51122/69/J.
Bulletin 244/69
COTEPAYCO:
*375s. Design and Construction of a Bridge. Closing date not known. E.S.B. 51331/69/J.
Bulletin 245/69
ANCAP:
*9s. Bottle Washing Machines. Closing date postponed to January 7, 1970. (Further Information.) E.S.B. 43065/69/J.
UTE (STATE ELECTRICITY AND TELEPHONE BOARD):
*16s. (In Spanish.) Isolators. 1st call, January 9, 1970; 2nd call, January 15, 1970. E.S.B. 51543/69/J.
MUNICIPALITY OF MONTEVIDEO:
*9s. (In Spanish.) Compressor. 1st call, January 13, 1970; 2nd call, January 19, 1970. E.S.B. 51541/69/J.

ZAMBIA
Bulletin 243/69
CENTRAL SUPPLY AND TENDER BOARD:
*2s. Diesel Generator Set. January 30, 1970. E.S.B. 51385/69/J.

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Note: *An asterisk in the text indicates that documents may be borrowed.*

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Bulletin 243/69

Businessmen asked to report Export Opportunities. XP 801/69/J.

AUSTRALIA

Bulletin 243/69

Special Advisory Authority – curtain hooks. CRE 2051/69/J.

Agency inquiry for kitchen equipment. E.S.B. 38003/69/J.

Bulletin 244/69

Agency inquiry for cutlery. E.S.B. 51070/69/J.

Manufacture under licence – castings; galvanizing; metal machinery operations; sheet metal manipulation; steel fabrication. E.S.B. 34319/69/J.

Bulletin 245/69

Inquiry for electro-plating equipment. E.S.B. 50257/69/J.

AUSTRIA

Bulletin 243/69

Inquiry for steel sheet. E.S.B. 51609/69/J.

Bulletin 244/69

Inquiry for copper pipes. E.S.B. 51806/69/J.

*Inquiry for plastic pin wire. E.S.B. 34636/69/J.

Inquiry for yeast. E.S.B. 51881/69/J.

Inquiry for car care products. E.S.B. 51621/69/J.

Inquiry for petrol hoses. E.S.B. 51622/69/J.

British Engineering Week. E.S.B. 1209/G/J.

BAHRAIN

Bulletin 245/69

Inquiry for beans; peas. E.S.B. 51682/69/J.

BELGIUM

Bulletin 244/69

Inquiry for fancy wrapping papers. E.S.B. 51642/69/J.

Bulletin 245/69

Inquiry for natural gas-fired boilers. E.S.B. 51608/69/J.

Permitted additives in foodstuffs and food substances. E.S.B. 1209/G/J.

Agency inquiry for central heating parts and accessories; electrical assemblies and components. E.S.B. 50538/69/J.

BERLIN

Bulletin 243

Inquiry for pumps. E.S.B. 51298/69/J and 36344/69/J.

Inquiry for drills. E.S.B. 51457/69/J.

BRAZIL

Bulletin 243/69

Basic conditions of supply to the State Petroleum Organization. E.S.B. 27077/69/J.

BULGARIA

Bulletin 244/69

Inquiry for spectrophotometers. E.S.B. 32894/68/J.

CANADA

Bulletin 243/69

Inquiry for hand tools; machine tools. E.S.B. 51285/69/J.

Inquiry for dresses; knitwear; suits. E.S.B. 18648/69/J.

Bulletin 244/69

Inquiry for giftware; souvenirs. E.S.B. 51637/69/J.

Inquiry for builders' hardware. E.S.B. 51618/69/J.

Agency inquiry for plumbing fixtures. E.S.B. 11506/69/J.

Bulletin 245/69

Agency inquiry for builders' furniture and luggage hardware. E.S.B. 51603/69/J.

DENMARK ‡

Bulletin 243/69

Inquiry for nylon satin. E.S.B. 51605/69/J.

Bulletin 244/69

Inquiry for mobile stackers; steel partitions; prefabricated buildings; swimming pools. E.S.B. 51450/69/J.

EL SALVADOR

Bulletin 245/69

Inquiry for electric furnace. E.S.B. 51547/69/J.

FINLAND

Bulletin 245/69

Inquiry for shoes. E.S.B. 52092/69/J.

Inquiry for PVC film. E.S.B. 52066/69/J.

FRANCE

Bulletin 243/69

Agency inquiry for plastic-coated fabrics. E.S.B. 50877/69/J.

Inquiry for warehouse equipment. E.S.B. 51495/69/J.

Inquiry for portholes. E.S.B. 40935/68/J.

Bulletin 244/69

Inquiry for contractors' plant. E.S.B. 51606/69/J.

Inquiry for packing machine. E.S.B. 52003/69/J.

Agency inquiry for building materials. E.S.B. 51488 69/J.

Inquiry for reagent. E.S.B. 51430/69/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 243/69

Inquiry for fishing hooks; needles; safety pins. E.S.B. 51253/69/J.

Inquiry for belting. E.S.B. 51487/69/J.

Agency inquiry for oak boards; upholstery fabrics. E.S.B. 51211/69/J.

Agency inquiry for hydraulic jacks. E.S.B. 50878/69/J.

Inquiry for automotive parts for vehicles and tractors. E.S.B. 51296/69/J.

Inquiry for vegetables and vegetable products. E.S.B. 50520/69/J.

Agency inquiry for hunting horns; pewter articles; reproduction oil lamps; wall plaques. E.S.B. 51026/69/J.

Bulletin 244/69

Inquiry for electrical appliances; electrical installation materials; heating systems; measuring instruments; pumps; thermostats; valves. E.S.B. 49939/69/J.

Inquiry for floor coverings. E.S.B. 51835/69/J.

Manufacture under licence – confectionery. E.S.B. 51432/69/J.

Inquiry for semi-finished laboratory glassware. E.S.B. 51478/69/J.

Bulletin 245/69

Agency inquiry for gears and couplings. E.S.B. 51447/69/J.

Agency inquiry for men's clothing and accessories. E.S.B. 50466/69/J.

Inquiry for socks. E.S.B. 51433/69/J.

Inquiry for gift articles; souvenirs. E.S.B. 52080/69/J.

Inquiry for constructional and transport aluminium products; foundry resin cable fittings. E.S.B. 48951/69/J.

GREECE

Bulletin 243/69

Inquiry for frames for doors and windows; electrical equipment; furniture; kitchen equipment; lifts; television; telephones; upholstery. E.S.B. 51407/69/J.

Bulletin 244/69

Agency inquiry for reproduction paintings. E.S.B. 51641/69/J.

Bulletin 245/69

Inquiry for fishing industry equipment and supplies. E.S.B. 48840/69/J.

HONG KONG

Bulletin 245/69

Inquiry for pottery ware. E.S.B. 52097/69/J.

ICELAND

Bulletin 245/68

Inquiry for acoustic ceiling tiles; vinyl wallpaper. E.S.B. 51442/69/J.

Inquiry for curtain, dress and upholstery fabrics. E.S.B. 51629/69/J.

Thousands of plastic-coated paper drinking cups were recently delivered in the Bahamas by Lily Cups and Containers (England) Ltd. from their Liverpool plant. Surprisingly, the order was won in Norway. Mr. Carl Zindel, export manager of Lily Cups, explains: 'I went over to Norway because our wholesaler there had a travel and holiday organization interested in our cups. I came back and our studio prepared a design which the Norwegians liked very much and this clinched the order, despite international competition. The cups were wanted for the firm's Sun Club in the Bahamas, so the cups were shipped there.'

INDIA

Bulletin 69

Inquiry for sodium bichromate plant. E.S.B. 51630/69/J.

IRAN

Bulletin 245/69

Inquiry for air-conditioning equipment; central heating equipment; lifts. E.S.B. 13760/69/J.

IRISH REPUBLIC

Bulletin 244/69

Inquiry for cooking and heating appliances and fittings. E.S.B. 49788/69/J.

ITALY

Bulletin 243/69 ‡

Inquiry for grease; stearates; salts. E.S.B. 51486/69/J.

Bulletin 244/69

*11s. Inquiry for electronic components. E.S.B. 51683/69/J.

Agency inquiry for canned foodstuffs, biscuits, jams, pickles. E.S.B. 51460/69/J.

Agency inquiry for paper; paperboard. E.S.B. 51674/69/J.

Inquiry for bronze bushes; gaskets and rings; nuts and bolts; steel plates; washers; pins. E.S.B. 51892/69/J.

Agency inquiry for blinds; doors; louvres. E.S.B. 51085/69/J.

Bulletin 245/69
Agency inquiry for cellular cement raw material. E.S.B. 50468/69/J.
Agency inquiry for biscuits. E.S.B. 51891/69/J.
Agency inquiry for laser equipment; monitoring systems. E.S.B. 51277/69/J.

JAPAN
Bulletin 245/69
Inquiry for textile machinery. E.S.B. 51278/69/J.

JORDAN
Bulletin 243/69
Agency inquiry for foodstuffs; woollen worstsd; cotton piece-goods; woollen and hand-knitting yarns. E.S.B. 48943/69/J.

KENYA
Bulletin 243/69
Inquiry for agricultural equipment. E.S.B. 51469/69/J.
Bulletin 245/69
*Inquiry for office furniture component parts. E.S.B. 51496/69/J.

KUWAIT
Bulletin 243/69
Inquiry for chemicals. E.S.B. 50546/69/J.
Inquiry for chocolates; curtaining; suitings. E.S.B. 48579/69/J.
Agency inquiry for electric motors. E.S.B. 37230/69/J.

MALTA
Bulletin 243/69
Inquiry for clothing; fabrics. E.S.B. 47791/69/J.
Bulletin 244/69
Agency inquiry for footwear. E.S.B. 19253/69/J.
Agency inquiry for PVC sheet; suitings. E.S.B. 51095/69/J.

NETHERLANDS
Bulletin 244/69
Agency inquiry for cutlery; hardware; tableware. E.S.B. 51027/69/J.

NEW ZEALAND
Bulletin 243/69
Inquiry for carburettors; crankshafts; ignition systems. E.S.B. 51611/69/J.
Bulletin 245/69
Safety frames for tractors. E.S.B. 51885/69/J.

NIGERIA
Bulletin 244/69
Inquiry for dried fruit. E.S.B. 51620/69/J.
Inquiry for agricultural, garden and carpentry tools; boiling rings; cookers; feeding bottles; fishing and mosquito nets; builders' hardware; lamps; rat traps; silver sheets; tricycles; water fittings. E.S.B. 33032/69/J.
Inquiry for insecticides; medicines and pharmaceutical products. E.S.B. 51804/69/J.

NORWAY
Bulletin 244/69
Inquiry for sewage treatment plant. E.S.B. 51416/69/J.
Bulletin 245/69
Agency inquiry for chemical raw materials; extruding machinery; glass fibre; peroxide inhibitors; plastic, paper or wood processing machinery; plastic pipe forming and blow moulding machinery; rubber injection moulding machinery. E.S.B. 51006/69/J.
Inquiry for spinning lathe. E.S.B. 49035/69/J.

PAKISTAN
Bulletin 244/69
Inquiry for novelty goods; presentation articles. E.S.B. 51468/69/J.
2s. Inquiry for chemicals. E.S.B. 51410/69/J.
Bulletin 245/69
Inquiry for umbrellas cloth. E.S.B. 50618/69/J.

PORTUGAL
Bulletin 243/69
Agency inquiry for precision balances. E.S.B. 51223/69/J.

SAUDI ARABIA
Bulletin 243/69
Inquiry for vehicle spare parts. E.S.B. 51481/69/J.
Bulletin 244/69
Agency inquiry for marking ink. E.S.B. 49586/69/J.

SENEGAL, MAURITANA AND MALI
Bulletin 245/69
Parcels and packets addressed to HM Embassy, Dakar. E.S.B. 1209/G/J.

SINGAPORE, REPUBLIC OF
Bulletin 244/69
Agency inquiry for road making equipment. E.S.B. 43150/69/J.
Inquiry for steel strip. E.S.B. 51479/69/J.

Carson-Paripan paints being loaded as part of a 65-ton order for Dubai. The company's export department have increased their turnover by 100 per cent this year, mainly due to a streamlining of overseas marketing techniques, and by three major sales tours to the Mediterranean, the Middle East and North and South America, including the Caribbean.

SOUTH AFRICA
Bulletin 243/69
Inquiry for gas or paraffin attachments for solid fuel stoves. E.S.B. 51272/69/J.
Inquiry for jewellery findings; jewellery. E.S.B. 51687/69/J.
Bulletin 244/69
Inquiry for chemicals. E.S.B. 51297/69/J.
Agency inquiry for cameras; cine equipment; editing equipment; films; projectors; visual teaching equipment. E.S.B. 51471/69/J.
Bulletin 245/69
Inquiry for paint spraying equipment; rivet guns. E.S.B. 3330/69/J.

SWAZILAND
Bulletin 244/69
Inquiry for plastic piping. E.S.B. 51643/69/J.

SWEDEN
Bulletin 243/69
Inquiry for brass strip; iron sheet; tinplate strip. E.S.B. 51466/69/J.

SWITZERLAND
Bulletin 243/69
*7s. Inquiry for impulse counters. E.S.B. 40965/69/J.
Agency inquiry for jewellery. E.S.B. 49950/69/J.
Inquiry for components for electric clocks and timing instruments. E.S.B. 51087/69/J.
Bulletin 244/69
Inquiry for foodstuffs; tea. E.S.B. 51870/69/J.
Agency inquiry for synthetic leathers. E.S.B. 51484/69/J.
Bulletin 245/69
Agency inquiry for anti-vibration devices; couplings; drives; gears and gear belts; pulleys. E.S.B. 48317/69/J.
*Inquiry for aluminium strip; machined components; steel strip. E.S.B. 51604/69/J.
Agency inquiry for battery and re-chargeable torches; convector and infra-red heaters; domestic electric fittings; electric irons; lampshades; table fans. E.S.B. 51090/69/J.
Agency inquiry for hydraulic motors. E.S.B. 51089/69/J.

TAIWAN
Bulletin 244/69
Inquiry for pigeons. E.S.B. 51652/69/J.

TRINIDAD/TOBAGO
Bulletin 243/69
Inquiry for bar, bathroom, kitchen and swimming pool fittings and equipment; steel bars. E.S.B. 51491/69/J.
Agency inquiry for chewing gum. E.S.B. 39367/69/J.
Bulletin 245/69
Agency inquiry for acoustic tiles. E.S.B. 51635/69/J.
Agency inquiry for fabrics; steel bars, angles and plates. E.S.B. 51644/69/J.
Agency inquiry for linoleum; paint. E.S.B. 39882/69/J.

UGANDA
Bulletin 244/69
Inquiry for polyethylene production plant and machinery; offset litho printing machine. E.S.B. 51684/69/J.
Bulletin 245/69
Inquiry for surgical goods. E.S.B. 51476/69/J.

UNITED STATES OF AMERICA
Bulletin 243/69
Agency inquiry for fancy yarns; velveteens. E.S.B. 50660/69/J.
Inquiry for jewellery; pewterware; silverware; steelware. E.S.B. 51653/69/J.
1s. Inquiry for metal split key rings; spring snaps. E.S.B. 48552/69/J.
Inquiry for educational equipment and furniture. E.S.B. 51405/69/J.
Bulletin 244/69
Inquiry for air compressors. E.S.B. 44981/69/J.
Inquiry for sulphuric acid manufacturing equipment – further information. E.S.B. 50237/69/J.
Agency inquiry for stationery items. E.S.B. 51500/69/J.
Inquiry for crockery; brass wall plaques. E.S.B. 48982/69/J.
Bulletin 245/69
Inquiry for educational toys and games. E.S.B. 51404/69/J.
Inquiry for artificial kidney systems; haemodialysis. E.S.B. 51602/69/J.
Agency inquiry for refuse handling equipment. E.S.B. 51645/69/J.

VARIOUS
Bulletin 245/69
Consultancy Services. E.S.B. 1209/G/J.

VENEZUELA
Bulletin 243/69
*Inquiry for handles. E.S.B. 51436/69/J.
Bulletin 244/69
Inquiry for tarpaulins. E.S.B. 51807/69/J.
Inquiry for woodscrew production machinery. E.S.B. 51470/69/J.
Bulletin 245/69
Agency inquiry for hand tools. E.S.B. 51802/69/J.

PLANNING CONVERSION TO DECIMAL CURRENCY
—A guide for management
published by the allied accountancy bodies, price 15/- post free, obtainable from the Institute of Chartered Accountants in England and Wales.
City House, 56-66 Goswell Road, London, E.C.1. (Cheque/PO to be made payable to G.E.T.)

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in October 1 issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page viii of October 1 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

Visit to Iran

MAJOR DAVID HILPERN, overseas director of Driclad Ltd., a member of the Export Packing Service Group of Sittingbourne, Kent, and Hillington Industrial Estate, Glasgow, Scotland, visited Tehran, Iran, on December 1 and Riyadh, Saudi Arabia, on December 8 to introduce the Driclad system to the Iranian Armed Forces.

Major Hilpern also represented the Export Packing Service Midland Division when he supervised the arrival of Rootes and British Leyland completely knocked-down (CKD) vehicles into Iran packed by the Midland Division. EPS are exporting at the rate of 20,000 CKD Rootes vehicles and approximately 1,500 CKD Land-Rovers into Iran annually. This visit was part of the 'follow-up' provided by the EPS Group to customers in all fields.

South American trip

MR. MORRIS A. BARR, managing director of Associated Consultants (Building) Ltd., London, left on December 7 to survey market prospects in Rio de Janeiro, Buenos Aires and Lima. His company provide consultancy services in the construction industry and in civil, mechanical and electrical engineering.

Visit to Poland and Czechoslovakia

A TEAM of Albright & Wilson executives, including commercial and technical experts representing four of the company's major United Kingdom divisions, left London recently on a 10-day trade mission to Poland and Czechoslovakia. The team, led in Poland by Mr. J. K. Gregory, central overseas manager, and in Czechoslovakia by Mr. D. J. W. Anthony, marketing director of the Oldbury division, was under the overall direction of Mr. P. Baines, commercial director.

The main objectives of the mission, supporting frequent visits by sales and technical representatives, were to seek new outlets for the company's products, to examine opportunities for reciprocal trading, to promote better conditions for the sale and exchange of technical expertise and know-how, and to consolidate relationships between Albright & Wilson and the State Corporations and other organizations in these countries.

Off to Iran

MR. E. A. VESEY, overseas manager, The Monotype Corporation Ltd., Redhill, Surrey, will be a member of the London Chamber of Commerce mission to Iran, from January 31 to February 14.

Monotype, who export over half of their total (£6 million) production of typesetting machinery systems and accessories, have associated companies or are represented in all parts of the world, including agents in Teheran. The company make regular visits overseas and also exhibit extensively at trade fairs and exhibitions.

South African tour

DURING a three-week visit to South Africa from December 22, Mr. John E. Payne, chairman, P. P. Payne and Sons Ltd., Nottingham, will discuss with the firm's agents, D. B. Hennessy (Pty.) Ltd. of Durban further ways of boosting sales of decorative ribbon.

In recent months, Hennessy have had considerable success with Payne's ribbons, particularly with polypropylene material for the florist trade, and next year they expect to double sales.

To help strengthen Payne's position in South Africa, Hennessy are also being asked to carry the firm's range of non-metallic industrial strapping.

Exports of all Payne's products have increased by over 11 per cent so far this year.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

New typeface for Irish paper

Thomas Crosbie and Co. Ltd., proprietors of the *Cork Examiner*, have ordered 44 founts and 15,000 sorts of 'Linotype Modern'. The newspaper is to be completely redressed with this new face. The *Cork Examiner* will be the first Irish newspaper to use this face, which made its debut in *The Daily Telegraph* early in 1969.

Guyana order worth £120,000

An order worth £12,000 for a 225-ton/hour roadstone crushing and screening plant has been awarded by the Ministry of Works and Hydraulics, Guyana, to West's (Manchester) Ltd., a member of West's group of industries. The equipment will be shipped to Georgetown for erection by local labour under West's supervision.

Yugoslav marine order

Specialist marine equipment has been ordered by a Yugoslav shipyard for two 12,500 dwt container ships being built for Mexico. Doncasters Moorside Ltd., a member of the Daniel Doncaster group of companies, is to supply four Pilgrim nuts, a unique type of hydraulic locking nut for securing and removing ship propellers.

Slitting line for Mexico

A contract worth over £20,000 has been awarded to Redman ARM Engineering Ltd. to design and manufacture a slitting line for Arefactos Electicos of Mexico. This is a medium production line designed to process silicon steel for electrical transformer laminations.

Parking meters for Switzerland

Following an announcement of orders for over 1,000 parking meters for Holland, Venner Ltd., New Malden, Surrey, are supplying a further 477 meters to Switzerland.

Trip realized £120,000 orders

A six-week sales trip to the Middle East, Greece and Cyprus by an export sales executive of Thermos Ltd. realised orders for vacuum-ware worth £120,000. This trip was made by Mr. Gerry Mill who, since joining Thermos in 1968, has travelled over 100,000 miles on the company's behalf.

Mr. Mill sees the Middle East in particular as an enormous and swiftly expanding market for British goods. Thermos Ltd. exports to these countries this year already represent 100 per cent increase on 1967, despite increasingly strong competition from Pakistan and Hong Kong. Much of this expansion is due to the extensive programme of overseas visits carried out by export personnel in recent years.

£1.334 million office block contract

A 12-storey office block, with a contract value of £1,334,000, is to be built in Lambton Quay, Wellington, by Cubitt Wells Ltd., the New Zealand member of the Cubitt Group. The new building to be known as Rutherford House, is in the governmental centre of the city of Wellington and will be for the New Zealand Electricity Department.

Another contract from South Africa

The drives division of The Harland Engineering Co. Ltd., a member of the Weir Group, has been awarded a £350,000 contract for the supply of variable-speed drives for a new paper mill to be erected by the Mondi Valley Paper Co. Ltd., at Durban in South Africa.

This is the second major drive contract obtained from South Africa within the past few months. The earlier one was from South African Board Mills for an on-machine coater drive and a variable-speed main drive for a new board machine at Springs in the Transvaal.

Both contracts were obtained against strong international competition.

Ambitious dairy project

The Sao Paulo-based subsidiary of APV Holdings Ltd., Crawley, Sussex, have been awarded the contract for the engineering of the new central dairy to be built in the State of Rio Grande do Sul, Brazil. The estimated cost of the plant, excluding building costs, is approximately £250,000. The diary will form part of an ambitious two million square metre 'City of Milk' projected by the State's Department of Milk Production and Distribution.

£2.5 million coke oven order

One of the largest iron and steel companies in India, the Tata Iron and Steel Company, have ordered coke ovens, oven machines and ancillary plant worth £2.5 million from Simon-Carves India Ltd., the overseas subsidiary of Simon-Carves Ltd., Stockport.

These latest ovens are to be built at the Jamshedpur works as an extension to a Simon battery of ovens which went into operation in 1969 and will bring the total number of Simon ovens operating at the works to 338.

Strapping order for £30,000

P. P. Payne's packaging division, Nottingham, has won a £30,000 order for quantities of Polystrap non-metallic strapping. The order, placed by a firm in Zurich, includes the supplying of this material to its subsidiaries in Utrecht and Copenhagen. The material will be used on automatic strapping machines in many different industries.

The order was obtained by Mr. O. C. I. Spicer, Payne's deputy chairman, and Mr. W. R. Handford, director of packaging, during a recent continental sales trip.

£22 million Argentinian contract

The major transmission line contract in Argentina, worth £22 million, has been awarded to the Anglo-Argentinian Power Construction Consortium. Three British companies – Balfour, Beatty & Co. Ltd., BIC Construction Co. Ltd. and Painter Brothers Ltd., all members of the British Insulated Callender's Cables Group – make up this consortium with Adelphia SA (Argentina).

Consulting engineers are Sir Alexander Gibb and Partners, in association with Merz and McLellan.

The contract is for the design, supply of materials and installation of two single-circuit, quadruple-conductor 500kV lines, each 1,100 kms long, running parallel, from El Chocon power station in the Province of Neuquen, to a terminal station in the outskirts of Buenos Aires.

Castors in demand

Homa Engineering Ltd. recently shipped hospital castors worth £1,000 to Ghana.

Orders totalling £7,600 for hospital castors were also shipped recently to Canada. Other recent orders totalling over £19,000 have been received from various countries, including Norway, Iran, Egypt, South Africa, Singapore, Holland, Iceland, Kuwait, Hong Kong, Japan and Jamaica.

Homa have two main factories at Crosby, Leics., and Newcastle, County Down, N. Ireland.

Communications consoles for new vessels

An order for a wide range of communications equipment and navigational aids, including radar, has been placed with Marconi Marine by Red Anchor Line Ltd., Hong Kong, on behalf of the Redfern Shipping Co. Ltd., Bermuda. The equipment will be fitted in two 15,800 dwt cargo vessels on order from Mitsubishi Heavy Industries, Shimonoseki.

TV sets selling well in Europe

By the end of 1970, thousands of television viewers on the Continent will be watching their favourite programmes, both in colour and monochrome, on British sets – made by Pye Group (Radio and Television) Ltd. In 1969 the Cambridge company made the big breakthrough into the lucrative European market, winning £1.5 million in colour and monochrome television orders.

In the next 12 months sales to the Continent of Pye colour receivers alone are forecast to top the £2 million mark.

At Pye's television manufacturing plant at Lowestoft, Suffolk, a 10,000 sq. ft. extension has now been built to cope with growing demand for kit products for overseas assembly.

$1.25 million order from United States

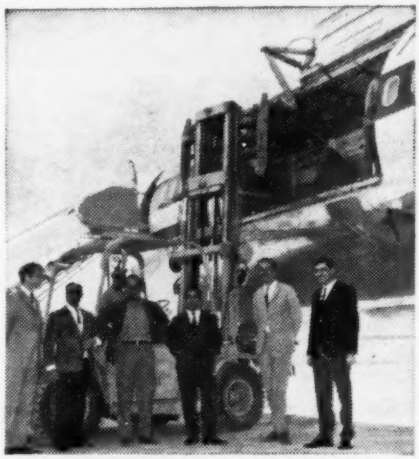
Howard Rotavator Co. Ltd., main operating company of the Rotary Hoes group, announce orders worth over $1.25 million for Rotavators to the United States.

The orders were placed at the recent Farm Equipment Wholesalers and Manufacturers convention in Chicago by their American distributors through the group's United States subsidiary company, Howard Rotavator Co. Inc.

Despatch begins immediately from the company's West Horndon, Essex, factory and will continue over the next three months.

Asbestos yarn for Rumania

Scandura Ltd., Cleckheaton, Yorks., have received an order from Technoimport, Bucharest, for 200 tons of asbestos yarn for the production of engine packings and brake linings. The first consignment will be shipped in January.



The first steam turbine to be used for electric power generation in Jordan is seen here arriving in Amman. The turbine is part of a $500,000 power plant contract won by W. H. Allen Sons & Co. Ltd., Bedford, a member company of Amalgamated Power Engineering Ltd. The plant is for an extension to the Jordan Petroleum Refinery Co.'s refinery at Zerqa near Amman. The order was placed by the main contractors, Chiyoda Chemical Construction and Engineering Co., Japan. The turbine, weighing 25 tons, was broken down into ten separate items and shipped in a chartered Boeing 707, arriving at Zerqa two days after leaving the W. H. Allen factory. Watching the arrival are (l. to r.) Mr. Charles Allen (group, export operations of APE Ltd.), Mr. Khaled Najdaw (project engineer, Jordan Refinery Co.), Mr. Akira Nishimura (field office manager, Chiyoda), Mr. Sa'ad Tel (manager, Jordan Refinery Co.), Mr. B. L. Strachan (Counsellor, British Embassy), and Mr. Munir Atalla (Allen's agent for Jordan).

Machine tool sales to China

The Chinese Machinery Corporation buying mission have ordered machine tools worth around £230,000 with J. H. Little Engineering Ltd., London, and the principals whom they represent in China (Chaphone Engineering Developments Ltd., Charles Churchill & Co. Ltd., Herbert-B.S.A. Ltd., and Newall Group Sales Ltd.

The machines to be supplied include honing, gear shaving and honing machines, single-spindle automatic lathes and jig borers.

Over £7.5 million orders from South Africa

British Leyland has received its largest order for heavy commercial vehicles from South Africa. Total value of the contract, for 2,844 vehicles, is £7.5 million – 440 buses and the remainder a selection of trucks from the British Leyland range.

Dominating the contract is an order for 1,600 Super Comet Eland trucks.

The new contracts bring the total business from South Africa this year to nearly £14 million.

Sales over £1 million in three years

Kearney & Trecker Ltd., the Brighton-based firm of machine tool manufacturers, have received an order from their agents in the United States for 32 CVA single-spindle automatic lathes worth altogether some £150,000. This brings the total value of sales for these machines in the United States and Canada to well over £1 million since a new and vigorous mareting drive directed at the North American continent was launched in 1966.

Contracts for equipment

Paterson Candy International Ltd., London, announce the following orders from:

(1) Controller of Stores, Sudan Railways, Atbara, Sudan, for the extension of Atbara treatment plant. The equipment to include clarifiers and flocculators, rapid-gravity filters chemical dosing equipment and instrumentation. The value of this order is £22,180.

(2) Crown Agents for Nigeria – one order for the extension to the Funtua water supply and a second order for the Ado-Ekite water supply. The equipment for both orders includes settling tanks, rapid-gravity filters, chemical plant and instrumentation. The value of these two orders is £18,000.

Machine tools for Malawi

The Heckmondwike machine tool firm of T. S. Harrison & Sons Ltd. have received an order worth over £107,000 to supply equipment to technical colleges in Malawi. The order, placed by the Government of Malawi under their technical training scheme for students, consists of 140 lathes of the 12-inch swing metal turning type, 28 shapers, 26 grinders, 42 drills and 27 wood turning lathes.

This is the first major order received by the company from Malawi and was won in the face of keen competition from the Continent, Middle East and Far East. Delivery will begin in January and will be completed by May next year.

The company is currently exporting 60 per cent of their production to 70 countries.

Major success in the United States

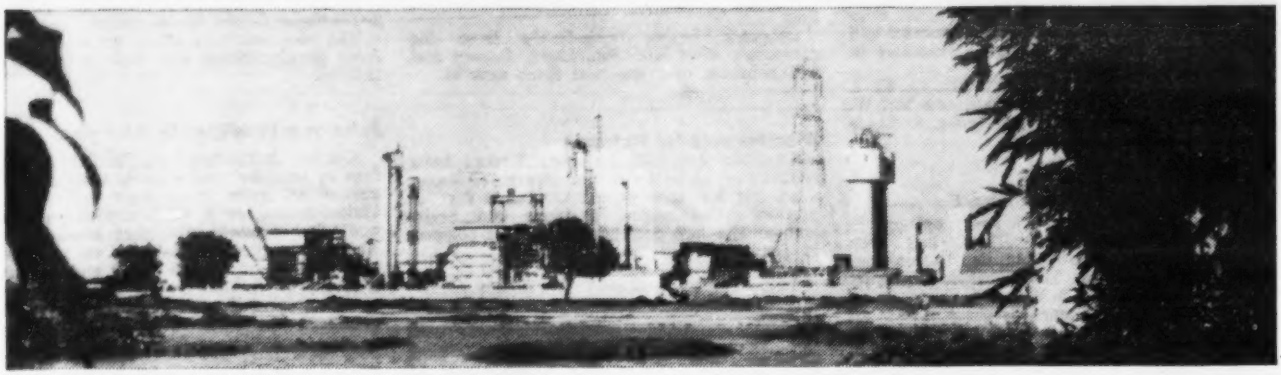
The Cable Belt Organisation, Camberley, Surrey, one of the conveyor divisions of the Cammell Laird Group, have achieved a further major success in the United States market. Against powerful opposition, the company's cable belts will be used on a 12¼ mile overland conveyor scheme by American Commercial Barge Lines Inc. of Jeffersonville, Indiana.

This is the second large conveyor installation obtained by Cable Belt Ltd. in the United States in the past two years, totalling nearly $10 million in value.

£30,000 orders

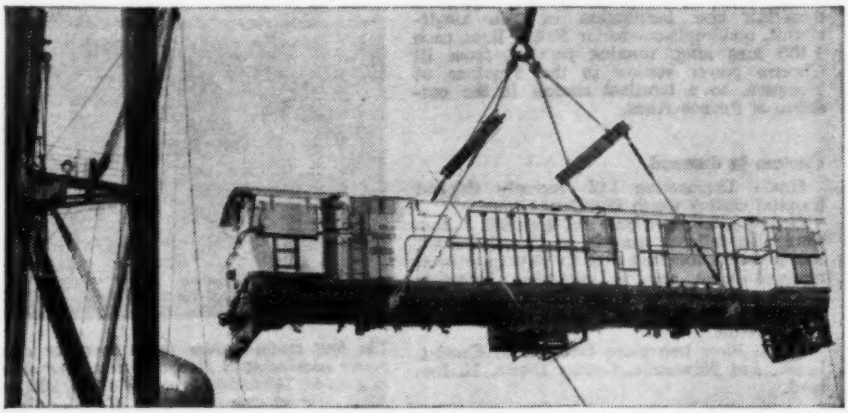
Within the space of a fortnight Denford Machine Tools Ltd., of Brighouse, Yorks., secured from Malaysia and New Zealand the two largest export orders in their history – and the company first tackled overseas markets in earnest less than three years ago. The orders, for 130 wood and metal turning lathes, grinding machines and other small machine tools worth nearly £30,000, are largely the result of personal contacts made by Mr. Fred Toft, Denford's sales director.

BRITISH INDUSTRY AND EXPORTS COVER FIVE CONTINENTS



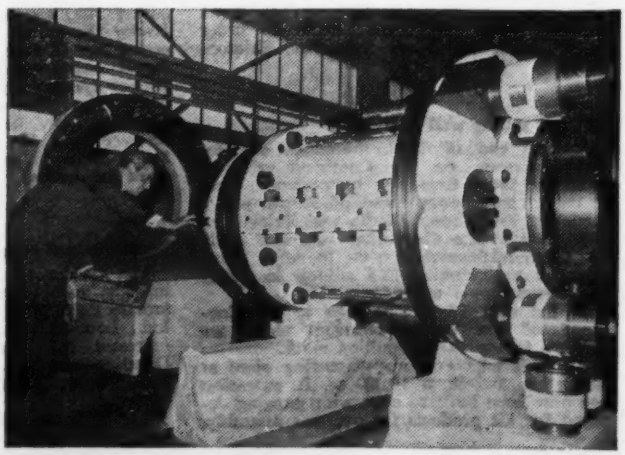
Part of ICI's £34 million fertilizer plant at Kanpur, India, which was opened by Mrs. Gandhi, Prime Minister of India, on December 6.

A large consignment of disc insulators, manufactured by Doulton Insulators Ltd., a member of the Royal Doulton Group, are loaded for shipment to the State Electricity Commission of Victoria, Australia.



One of sixteen locomotives ordered from the English Electric-AEI Traction Ltd. by Ghana Railway and Ports Administration being loaded onto an Elder Dempster vessel at Liverpool docks.

Discussing export sales, marketing, design and promotion of a new Wedgwood pattern for North America are: Mr. Arthur Bryan, Wedgwood's chairman (centre), Mr. Raymond Smythe, president Wedgwood's American Company (left) and Mr. Michael Eccles, the company's Canadian managing director (right).



A new sterngear system, manufactured by the Glacier Metal Company, has been installed in what is claimed to be the largest 'roll-on/roll-off' car ferry in the world built at the Hamburg shipyard of Blohm and Voss. The new sterngear eliminates the need to take a vessel into dry dock so the system offers substantial cost-saving advantages to ship owners and operator.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LIST.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations and Proposed Regulation which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French texts of the Regulations and Proposed Regulation may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

CITRUS FRUITS

Regulation (CEE) No. 2432/69 establishes a compensatory tax for the import of mandarins, satsumas, clementines, tangerines and other similar citrus hybrids coming from Algeria (*Journal Officiel* No. L306 dated December 6, 1969).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 2433/69 fixes the target price for milk and the intervention prices for Grana Padano and Parmigiano Reggiano cheeses, valid during the 1969/1970 milk marketing year (*Journal Officiel* No. L307 dated December 7, 1969).

Regulation (CEE) No. 2434/69 extends and modifies, for the 1969/1970 Milk Marketing Year, several regulations relating to the milk and milk products sector and to certain goods resulting from the processing of agricultural products (*Journal Officiel* No. L307 dated December 7, 1969).

Regulation (CEE) No. 2437/69 extends various regulations for the 1969/1970 Milk Marketing Year (*Journal Officiel* No. L307 dated December 7, 1969).

Regulation (CEE) No. 2449/69 relates to auctions for the disposal of butter, held in stock by the German and French Intervention Organizations and intended for direct consumption in the Community (*Journal Officiel* No. L309 dated December 10, 1969).

Regulation (CEE) No. 2450/69 waives **Regulations (CEE) Nos. 1286/69, 1659/69, 1871/69** and **2186/69** relating to regular adjudications for butter and powdered skimmed milk, in so far as they concern the special auctions for the end of 1969 (*Journal Officiel* No. L309 dated December 10, 1969).

PROCESSED FRUIT AND VEGETABLES

The *Journal Officiel des Communautés Européennes* No. C156 dated December 8, 1969, contains the text of a Proposed Regulation to complete **Regulation (CEE) No. 865/68,** which is the basic Regulation establishing a common organization of the market for processed products with a fruit or vegetable base, by certain provisions relating to the granting of export refunds. It should be noted that the text of this Regulation, when finally approved, may differ from the draft text referred to above.

CATTLEMEAT, BEEF AND VEAL

Regulation (CEE) No. 2435/69 fixes the guide prices, valid during the 1969/1970 Marketing Year, for calves and adult bovine animals (*Journal Officiel* No. L307 dated December 7, 1969).

SUGAR

Regulation (CEE) No. 2443/69 fixes the basic amount of the import levy for syrups and certain other products in the sugar sector (*Journal Officiel* No. L308 dated December 9, 1969).

Tariff quotas in the EEC

THE *Journal Officiel des Communautés Européennes* No. L307 dated December 7, 1969, contains the text of **Regulation No. 2436/69** setting up, for the period December 1, 1969, to November 30, 1970, a Community Tariff Quota of 3,543 tonnes of dried grapes, in immediate packings, with a net content of 15 k.g. or less (Tariff Heading No. 08.04B), at a 1.2 per cent rate of duty.

The quota has been allocated on the following basis:

Germany	2,542 tonnes
France	404 tonnes
Italy	144 tonnes
Netherlands	200 tonnes
Belgo-Luxembourg Economic Union	253 tonnes

Details of the methods of allocation, the conditions attached to the whole quota and the French text of the Regulation may be obtained on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Rules of competition

THE *Board of Trade Journal* dated July 30, 1969 (page 326) contained an announcement about the EEC Commissions **Decision No. 69/216/CEE** on the application for negative clearance of an agreement by SEIFA.

An unofficial translation of this Decision may be obtained if required, on application to the Commercial Relations and Exports Department, Board of Trade, Room 373, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2354).

SPAIN

Import duty suspension: chick-peas and beans

THE SPANISH *State Gazette* of November 29 announced the suspension of import duty on chick-peas and beans (Tariff heading 07.05 B1 and B2) for three months.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel 01-248 5757, Ext. 460/462).

PORTUGAL

Import of polyvinyl chloride

THE PORTUGUESE *Diario do Governo*, 1st Series, No. 268 of November 15, 1969 published Order No. 24417 which authorized the import under drawback of polyvinyl chloride, suspension type, intended for the manufacture of monofil for export, after cutting into various lengths.

Each application for the import of polyvinyl chloride under drawback arrangements will be subject to a favourable report by the Inspectorate General of Agricultural and Industrial Products.

The duty for repayment will be that corresponding to the amount of raw material used in the manufacture of the exported monofil and the repayment percentage to be taken into account for this purpose and all further conditions on implementation, will be regulated, in each case, by a Ministerial Order.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

GREECE

Import deposits on passenger motor vehicles

A NOTICE was published in the *Board of Trade Journal* of August 20, 1969 (page 530), about the minimum recovery period for compulsory cash deposits payable by Greek importers at time of import approval, for passenger motor vehicles.

This recovery period has once again been fixed at four months, and this decision remains valid for another six months until April 2, 1970.

Any inquiries concerning this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E.61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475.)

SOUTHERN YEMEN

Trade agreements

TWO TRADE PROTOCOLS were signed in Aden on November 3, 1969, between the USSR and the Peoples Republic of the Southern Yemen. The first protocol calls for trade representation of the Soviet Union in Southern Yemen and the encouragement and development of trade relations between both countries.

The second protocol covers the loan of two million roubles for development projects in 1970.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2221).

REPUBLIC OF SOUTH AFRICA

Change to the metric system

THE SOUTH AFRICAN Bureau of Standards has published the following list of commodities showing the implementation dates for metrication and the packaging patterns concerned, for general information.

All non-prescribed prepacked commodities above retail level must bear an indication of contents in metric units after December 31, 1969. This list comprises commodities which at present have prescribed packaging patterns as well as those which do not at present have such patterns but for which the industry concerned has requested prescription in the interest of rationalization.

Both the pattern and the implementation date must at this stage be considered as tentative; radical departures from the proposed dates, however, are unlikely.

In some cases the packaging patterns are not ideal metric patterns but it is hoped that, as the present difficulties are resolved, the patterns will evolve to pure metric patterns.

No pattern or implementation date should, however, be regarded as final until published in the South African *Government Gazette*. Such notices will be reproduced in the *Board of Trade Journal*.

It is understood that so far as possible Swaziland and Lesotho will adopt the timetable proposed by the South African Government for metrication.

Commodity	Pattern	Commencement Date
Bird seed	200, 500 g, 1, 2, 5, 10, 20, 50 kg	1.10.1969
Biscuits	25, 50, 75, 125, 250, 500 g, 1, 1·5, 2, 5, 10 kg (100 g pack is under consideration)	—
Brake fluid, anti-freeze and automotive and chemical specialities	200, 500 ml, 5, 20, 200, 210 litre	1.11.1969
Building and construction industry	Target date for completion	31.12.1973
Butter	250, 500 g, 25 kg	1.6.1970
Jams and marmalades	Until Europe metricates these packs, the following conversion pattern will apply: 30, 226, 340, 453, 680, 907 g, 3·628 and 22·68 kg	1.1.1970
Cement	50 kg	1.1.1972
Chicken feed	1, 2, 10 kg	1.10.1969
Cotton seed	50 kg	1.8.1970
Cotton wool	25, 50, 125, 250, 500 g, 1 kg and multiples of 1 kg	1.4.1970
Dried fruits	Up to 62·5 g without declaration of mass any mass between 62·5 and 125 g with declaration of mass, 250, 500 g, 1 kg and multiples of 0·5 kg above 1 kg	1.12.1969
Edible fats (excluding margarine)	125, 250, 500 g, 5, 12·5, 25 and 160 kg	1.5.1970
Edible oils	250, 500, 750 ml, 1, 2·5, 5, 20, 50, 200 litre and multiples of 1 litre above 200 litres	1.5.1970
Edible nuts	30, 55, 100, 200, 500 g, 1 kg and further multiples of 1 kg	Optional with full implementation by 1.6.1970
Fertilizers:		
(a) Garden	5, 10, 20 kg	1.1.1970
(b) Agricultural	50 kg	1.1.1970
Liquid petroleum products	100, 200, 500 ml, 1, 5, 20, 100, 200, 210 litre and bulk packings in multiples of 1 litre and above 500 litres	1.1.1970
Handknitting yarns	10, 25, 50 g with multiples of 50 g, packed in 100 and 500 g boxes/bags/packets	5.1.1970
Industrial chemicals:		
(a) Capacity packs	Any quantity up to and including 10 ml, then 20, 50, 100, 200, 500 ml, 1, 2·5, 5, 10, 20, 25, 50, 100, 200 litre, with further multiples of 1 litre	1.1.1970
(b) Solids	(i) When packed in standard capacity drum of abovementioned sizes	1.1.1970
	(ii) When packed in flexible containers, any mass up to and including 10 g, then 20, 50, 100, 200, 500 g, 1, 2, 5, 10, 25, 50, 100 kg and multiples of 1 kg above	1.1.1970
Invoicing	Petroleum industry – in metric units	1.7.1970
Lime	10, 25, 40 kg	1.3.1970
Paint	Any quantity up to 125 ml, 250, 500 ml, 1, 5, 20 and 200 litre	1.10.1969
Peas, split peas, pea flour, lentils, soup mix	200, 500 g, 1, 2, 5, 10, 20, 50 kg	1.10.1969
Pipe tobacco	12·5, 25, 50 100 g, 200 g, 5, 15 and 40 kg	1.1.1970
Seed potatoes	15 and 30 kg	1.8.1969
Potatoes	15 kg	1.8.1969
Refined petroleum products – sold by mass	0·5, 5, 15, 50 and 180 kg	1.1.1970
Rice, beans	200, 500 g, 1, 2, 5, 10, 20, 50 kg	1.10.1969
Rice meal and bean meal	100, 200, 500 g, 1, 2, 5, 10, 20, 50, kg	1.10.1969
Road traffic	60 km/h in urban areas – 120 km/h in rural areas	1.4.1971
	Road construction	end 1972
Salt	0·5, 1 and 50 kg	1.10.1969
Tea and coffee:		
(a) Instant coffee and chicory mixture	Any mass up to and including 50 g, 100, 250, 500, 750 g, 1 kg and multiples of 0·5 kg to a maximum of 50 kg	1.1.1970
(b) Pure instant	Any mass up to 25 g, 62·5, 125, 250, 500 g and 1 kg with multiples of 0·5 kg to a maximum of 50 kg	1.1.1970
(c) Ground coffee (including mixture) and tea	Any mass up to and including 25, 50, 100, 200, 500 g, 1 kg and multiples of 0·5 kg to a maximum of 50 kg	1.1.1970
Textiles	The target date to have metrication completed in this industry	31.12.1972
Tot measure	25 ml (50 ml be referred to as a double tot)	—
Wine and spirits	Any quantity in multiples of 1 ml up to and including 50, 200, 375, 500, 750 ml, 1, 1·5, 2·25, 2·5, 4·5 and 5 litre with the proviso that it be endeavoured to have the 2·25 litre eliminated	1.7.1970
Condensed milk:		
(a) Unsweetened	170, 410 g, 1 kg and multiples of 1 kg	1.6.1970
(b) Sweetened	225 and 397 g, 1 kg and multiples of 1 kg	1.6.1970
Household chemicals (Epsom salts, bicarbonate of soda, tartaric acid, citric acid, creme-of-tartar)	0-25, 50, 100, 200, 500 g, 1, 2, 5, 10, 20, 50 kg	1.1.1970
Baking powder	0-25, 50, 100, 200, 500 g, 1, 2, 5, 10, 20, 50 kg	1.1.1970

(Continued on next page)

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

Commodity	Pattern	Commencement Date
Beer	250, 375, 500, 750 ml, 1 litre and multiples of a litre	—
Draught beer	250, 500, 750 ml and 1 litre	—
Agricultural and veterinary chemicals:		
(a) Capacity packs	100, 200, 500 ml, 1, 2, 5, 10, 20, 25, 50, 100 and 200 litres	—
(b) Solids	(i) Packed in the following capacity drums: 50, 100, 200, 500 ml, 1, 2, 5, 10, 20, 50, 100 and 200 litres	—
	(ii) Packed in flexible containers: 0·10, 20, 50, 100, 200, 500 g, 1, 2, 5, 10, 25, 50 kg	—
Adhesives:		
(a) Liquid	Non-flexible containers and aluminium tubes: 0·10, 20, 50, 100 200, 500 ml, 1, 2, 5, 10, 20, 50, 100, 200 litres	—
(b) Solid and viscous adhesives	(i) In the above containers	—
	(ii) Flexible containers (excluding aluminium tubes): 0·125, 250, 500 g, 1, 2, 5, 10, 20, 50, 100 kg and any multiples of 1 kg above 100 kg	—
Minerals	125, 175, 200, 225, 250, 300, 350, 750 ml and 1 litre provided that the 175 ml and 225 ml are restricted to existing bottlers	—
Post Office	Commencing date of change-over	1971
Customs and Excise	Commencing date of change-over	April 1971
Sugar:		
(i) White and brown	1, 2·5, 12·5, 25 and 50 kg.	May 1, 1970
(ii) Castor and icing	500 g and 25 kg	
(iii) Lumps	500 g	

Customs tariff changes

THE SOUTH AFRICAN Government *Gazette* No. 2573 of December 5 notifies the following customs tariff changes:

R.3871: (1) Specific provision, for statistical purposes, is made for dried, dehydrated or evaporated green beans, garden peas, cauliflower, carrots, potatoes, kohlrabi, turnips, mixed vegetables and onions.

(2) Specific provision, for statistical purposes, is made for citrus juices.

R.3872: Specific provision, free of duty, is made for ethoxyquin with retrospective effect from December 6, 1968.

R.3873 and 3874: Provision is made for a rebate of the full Customs and Excise duties on residual fuels oils obtained from bituminous minerals (excluding crude oil), for use as feed stock in the reduction of iron ores in blast furnaces.

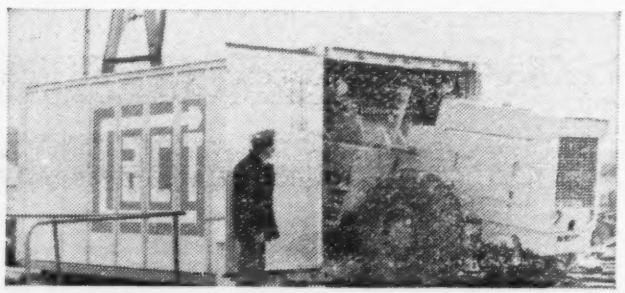
CEYLON

New customs notifications

THE BOARD OF TRADE has received a copy of Ceylon Customs Notification No. 4 Hotels and Rest Houses): this cancels Ceylon Customs Notification No. 3 (Hotels and Rest Houses) published in the *Board of Trade Journal* of July 16, 1969 (pages 184 to 189).

The notification, which took effect from midnight November 29/30, 1969, reads as follows:

(*Continued in next column*)



Clark Equipment Ltd., Camberley, Surrey, manufacturers of Michigan earthmoving equipment, have been sending regular container shipments of tractor shovels to their subsidiary, Clark Equipment Australia Pty. Ltd. Trial shipments of containerized tractor shovels proved successful. The Australian company reported safe arrival of the machines in good condition. Containerization has eliminated damage and scratches that were common with traditional methods of shipping and, in addition, paintwork was in 'factory fresh' condition. Australia has been a good market for Clark earthmoving equipment – this year Camberley supplied machines to the value of £200,000.

Column I Article	Column II Preferential Rate	Column III General Rate
Hotels and rest houses approved by the Ceylon Tourist Board: Articles specified by Notification published in the *Gazette* by the Principal Collector of Customs in consultation with the chairman, Ceylon Tourist Board, and shown to the satisfaction of the Principal Collector of Customs to have been imported for the construction of and use in hotels and rest Houses approved by the Ceylon Tourist Board:		
Articles in Group One	Free	Free
Articles in Group Two	5%	15%
Articles in Group Three	25%	35%

The articles in Group One, Group Two and Group Three are appended:

Articles in Group One

Air-conditioners, air-conditioning equipment:
- (1) Ducted air delivery systems and parts
- (2) Chilled water delivery systems and parts
- (3) Self-contained air-conditioning units above 3 tons and parts
- (4) Cooling tower
- (5) Package air-conditioning and parts

2. Construction equipment provided they are re-exported within 3 months after completion of project, viz:
   - (1) Tower cranes and parts
   - (2) Vibrators and parts
   - (3) Concrete mixers and parts
   - (4) Air compressors and parts
   - (5) Concrete block machines and parts
   - (6) Test boring machines and parts
   - (7) Sheet metal sheers and bonding machines and parts
   - (8) Tools
   - (9) Crushers (rock) and parts
   - (10) Surveying instruments and parts
   - *(11) Trucks
   - *(12) Cars
   - *(13) Air-conditioning for contractors' plant and for foreign personnel living quarters

   *Items 11, 12 and 13 should also be supported by a Bank Guarantee to cover the full Customs Duty payable.
   - (14) Router – complete with necessary blades and templates
   - (15) 100 ft. chains
   - (16) Wheel barrows (complete) and parts
   - (17) Repair kits complete with tools
   - (18) Hand pumps
   - (19) Foot air pumps
   - (20) Oil cans
   - (21) Oil stones
   - (22) Extension ladders
   - (23) Step ladders
   - (24) Rubbing stones
   - (25) Lanterns complete with spare batteries
   - (26) Weather-proof power cables
   - (27) Power connectors
   - (28) Rubber buckets
   - (29) Steel scaffolding
   - (30) Sheet metal for mortar boxes
   - (31) Pre-fabricated power panels
   - (32) Equipment for construction chemicals
3. Double ovens and single ovens with open flame burners and hot plate tops and parts
4. Bake ovens and parts
5. Grillers and toasters and parts
6. Deep fryers and frying pans
7. Stock pots and stands and parts
8. Food mixers and parts
9. Hot cupboards and hot plates and parts
10. Griddle plates and parts
11. Slicing machines and hand chippers and parts
12. Potato peelers and parts
13. Bain-maries and parts
14. Pressure cookers and parts
15. Broilers and parts
16. Salamanders and parts
17. Soup stations (thermostatically controlled) and parts
18. Hot food tables (thermostatically controlled) and parts
19. Moulds and sieves
20. Canopies and parts – stainless, galvanized or glass
21. Boiling pans and parts
22. Range plates and parts
23. Pans
24. Safes
25. Grills and parts
26. Chipping machines and parts
27. Waste disposal units and parts
28. Baskets, metal
29. Bats, wood/metal
30. Beaters

(*Continued on next page*)

CEYLON, *continued*

31. Butchers' chopping blocks with metal corner plates
32. Boilers and parts
33. Boxes
34. Bread roll heaters and parts
35. Butter pat machines and parts
36. Butchers' steel
37. Casseroles
38. Choppers
39. Cleavers
40. Coffee grinding machines and parts
41. Colanders
42. Corers
43. Covers – plate – meat flat
44. Crushers
45. Cutters
46. Decorators
47. Pastry table – marble top
48. Pots
49. Double sinks for soaking – stainless steel or heavy porcelain and parts
50. Heavy duty washers and parts
51. Heavy duty extractors and parts
52. Heavy duty dryers and parts
53. Heavy duty mangles and parts
54 Steel ironing boards with covers and parts
55. Small mangles and parts
56. Steam or dry irons and parts
57. Ironers and parts
58. Ironing tables and parts
59. Shirt presses and parts
60. Laundry trolleys
61. Dry cleaning plant and parts
62. Telephone instruments and parts
63. Double service bar sinks (stainless steel) and parts
64. Refrigerated back bars with compression and parts
65. Speed spouts for pouring and parts
66. Measures (half and full peg) and parts
67. Cork lined bar trays
68. Stainless steel cocktail shakers and glass inserts for same
69. Stainless steel strainers
70. Cocktail stirring spoons
71. Ice scoops and tongs
72. Electric blenders and parts
73. Beer metering units and parts
74. Beer raising units and parts
75. Beer dispensing taps and parts
76. Cocktail shakers
77. Lifts and parts
78. Pantry equipment (stainless steel) – viz., dish washers, draining boards, burnishing machines and parts
79. Swimming pool plant – viz., water purifying plants, pumps and filtering plants and parts
80. Water pumps and parts
81. Water and steam supply – viz., boilers, geysers, tubes and hot water pipes and parts, pressure vessels
82. Boiling tables and parts
83. Service equipment and parts (industrial tea/coffee apparatus comprising water boiler, coffee infuser unit, with/without storage containers, steam injector, drip trays and counter unit)
84. Service equipment and parts – portable for restaurant use – 1, 2, 3, 4 unit to include hot plates, funnels and flasks
85. Lowerator dispensers and parts
86. Milk shake making equipment and parts
87. Dispensers – general purpose and parts
88. Dredgers
89. Trolleys
90. Drink dispensers and parts
91. Flasks
92. Funnels
93. Graters
94. Hooks
95. Liquidizers and parts
96. Mashers
97. Measures
98. Mills
99. Mincing machines and parts
100. Moulds
101. Mushrooms
102. Needles – trussing and larding
103. Openers – industrial can openers
104. Poachers
105. Presses
106. Rings
107. Saws
108. Scissors
109. Scoops
110. Scrapers
111. Servers
112. Knife sharpening machines and parts
113. Shears – general kitchen purposes
114. Sheets (baking)
115. Shovels (food)
116. Sieves
117. Skewers
118. Skimmers
119. Skillets
120. Slicers and parts
121. Tabling –stainless steel
122. Sinks – stainless steel with drainers
123. Jugs – stainless steel
124. Soup machines and parts
125. Spring balances and parts
126. Platform scales and parts
127. Stones – carborundum
128. Strainers
129. Tamicloth
130. Thermometers
131. Trays
132. Tongs
133. Tubes
134. Icing turntables
135. Urns
136. Whisks
137. Wires
138. Zesters
139. Vending machines and parts
140. Burnishing machines and parts
141. Refrigerators and cold rooms and part
142. (i) Ice making machines without or with crushing machines and parts
    (ii) Ice cream making machines and parts
    (iii) Ice cream dispensing cabinets and parts
    (iv) Ice cream storage cabinets and parts
143. Bar:
    (i) Refrigerated shelving and parts
    (ii) Counter cooling units and parts
144. Couplers and closures – standard and parts
145. Reducing valves and parts
146. Hose – for bar purposes
147. Pipe brushes
148. Jubilee clips
149. Spirit drainers
150. Glass washing machines and parts
151. Spirit optics
152. Bottle pourers
153. Corkscrews
154. Crown cork containers
155. Sticks
156. Ice cutters
157. Ice buckets
158. Mixing glasses
159. Hawthorn strainers
160. Straw dispensers
161. Pillows
162. Bolsters
163. Cot/bed mattresses and bases
164. Scrubbing/drying machines and parts
165. Polishers and parts
166. Carpet shampooers and parts
167. Upholstery cleaners and parts
168. Vacuum cleaners and carpet sweepers and parts
169. Sanitary disposal bins
170. S.T. vending machines – coin operated and parts
171. Soap dispensers and parts
172. Roller towel machines and parts
173. Polishing pads
174. Chambermaids' trolleys
175. Chamberpots
176. Dust pans – metal or plastic
177. Children's pots
178. Hot water bottles
179. Razor sockets
180. Soap holders
181. Hand dryers and parts
182. Lavatory brush holders
183. Shoe cleaning machines and parts
184. Tooth glass holders
185. Bedpans
186. Squeegy mops
187. Key cutting machines
188. Life jackets
189. Diving boards
190. Chlorinators and parts
191. Water test kits
192. Lane lines
193. Cup anchors
194. Pool heaters and parts
195. Pool vacuum cleaners and parts
196. Pool skimmers
197. Lifebuoys
198. Slides/chutes
199. Tabling – with/without drawer incorporation – stainless steel
200. Pastry tables – marble top
201. Carpets
202. Carpet underlay

203. Curtaining materials
204. Curtaining linings
205. Carpet fixing materials
206. Electric insect killers and parts
207. Carpet adhesive
208. Carpet laying equipment
209. Lifts and hoists and parts
210. Incinerators and parts
211. Pool brushes
212. Pool covers
213. Office machines: add/list – electric/manual and parts; calculators – electronic and parts; electrowriters – for inter-departmental use and parts; photo copiers and parts; duplicators – spirit, ink types and parts; typewriters – electric, manual, portable with kits and parts; billing and posting – for hotel use and parts; dictating – complete with cassettes, records, foot control, transcriber and parts; tape recorders and parts
214. (a) Pressure gauges and parts
(b) Flow recorders and parts
215. (a) Intercommunication systems and parts
(b) Closed-circuit television systems and parts
216. Door and window fittings, locks, padlocks and keys and finishing hardware
217. Formica and similar boards
218. Hinges, anodized aluminium door and window frames
219. Mineral fibres and acoustic tiles
220. Bathroom, sanitary fittings and tiles, glazed clay, ceramic tiles, stainless steel showers, quarry tiles, toilet and shower partitions
221. Deep freezers and parts
222. Glass – viz., plate glass, and ordinary glass together with glazing compounds for glass fixing
223. Electric wires and cables
224. Mild steel bars, metal lath and mild steel reinforcement steel wire, coil making and assembling machines and parts
225. Mirrors
226. Steel door bucks, aluminium frames, cast iron pipes, copper tubing, black steel pipes and fittings, sheet metal
227. Sump pumps and parts
228. Electric generators, transformers, motor and switch boards and parts, switches and cover plates
229. Forming materials – plywood, shuttering, dimension lumber, concrete forming accessories and concrete chemical admixture
230. Special plastic paints
231. Sewage treatment plants, pumps and parts
232. Plumbing brass goods
233. Construction chemicals
234. Bottle racks
235. Wood wool sheets

Articles in Group Two

1. Cement
2. Electro-plated and silver-plated table-ware (except cutlery including forks, spoons and knives), trays, vases and waiters, bearing indelible marks identifying them as the property of a hotel or rest house
3. Electric appliances – viz., washing machines, massagers, hair clippers, bells, heaters and parts
4. Garden maintenance equipment – viz., lawn mowers and parts
5. Taper cutters and parts
6. PVC and vinyl asbestos floor covering
7. Pneumatic tube systems and parts
8. Shuttering and scaffolding – viz., steel plate shuttering, tubular steel scaffolding and pine boards
9. Glue
10. Bed sheets and pillow slips
11. Cotton sheeting – threads per inch: warp 62; weft 57; weight per sq. yard 5.1 oz.
12. Basins
13. Buckets
14. Dishes
15. Plates – for kitchen use
16. Glassware, pewterware, silverware, stainless steelware, [illegible]oplated ware:
    (1) Sherry
    (2) Schooners
    (3) Port
    (4) Paris goblets
    (5) Manhattan cocktail
    (6) Old fashioned
    (7) Lager
    (8) Pony
    (9) Tumblers
    (10) Beer mugs and beer tumblers
    (11) Champagne
    (12) Hock
    (13) Liqueur
    (14) Highball
    (15) Caraffes
    (16) Water jugs
    (17) Milk shake
    (18) Knickerbocker glory
    (19) Parfait
    (20) Banana split dishes
    (21) Finger bowls
    (22) Compote or trifle bowls
    (23) Decanters
    (24) Bitter bottles
    (25) Lemon squeezers
    (26) Punchbowls
    (27) Punch tankards
    (28) Flower vases
    (29) Brandy balloons
    (30) Knives
    (31) Forks
    (32) Spoons
    (33) Cruet sets
    (34) Mustard pots
    (35) Lobster picks
    (36) Asparagus racks
    (37) Snail tongs
    (38) Grape scissors
    (39) Asparagus tongs
    (40) Pickle forks
    (41) Sugar casters
    (42) Corn-on-the-cob holders
    (43) Wine coolers
    (44) Cake stands
    (45) Nut crackers
    (46) Restaurant lamps and parts
    (47) Sauce boats
    (48) Entree dishes
    (49) Crepe suzette pans
    (50) Toast racks
    (51) Tea strainers
    (52) Cheese dispensers
    (53) Soup tureens
    (54) Ladles
    (55) Flats
    (56) Slavers
    (57) Vegetable dishes
    (58) Toothpick holders
    (59) Teapots
    (60) Hot water jugs
    (61) Coffee pots
    (62) Milk jugs
    (63) Cream jugs
    (64) Sugar bowls
    (65) Souffle dishes
    (66) Candlesticks
    (67) Candelabra
    (68) Spare mustard liners
    (69) Prawn/lobster cocktail cups
    (70) Spare liners
17. Baize
18. Table covers
19. Table cloths
20. Table mats
21. Napkins
22. Towels
23. Bath mats
24. Toilet mats
25. Waiters' cloths
26. Glass cloths
27. Blankets
28. Quilts
29. Eiderdowns
30. Linen bags (canvas)
31. Cleaning Agents –
    (1) Abrasives
    (2) Stainless steel cleaner
    (3) Copper cleaner
    (4) Lavatory cleaning agents
    (5) Liquid detergents
    (6) Insecticides/disinfectants
    (7) Fresh air sprays
    (8) Rinsing agent for dishwasher
    (9) Deodorant blocks for toilets
    (10) Floor wash stripping agents
    (11) Bleach
    (12) Soap powder
    (13) Fly sprays
    (14) Carpet/upholstery shampoo
32. Plates
33. Beakers
34. Cups
35. Saucers
36. Coffee pots
37. Milk jugs
38. Tea pots
39. Hot water jugs
40. Cream pots
41. Sugar basins
42. Butter dishes
43. Egg cups
44. Fruit/cereal dishes
45. Jam dishes

(Continued on next page)

CEYLON, *continued*

46. Salt and pepper pourers
47. Fuses
48. Paint brushes
49. Paint rollers
50. Key blanks
51. Rugs
52. Bed covers
53. Cushions
54. Chair covers
55. Materials for –
    (1) Head waiters – jackets, trousers, ties, cumberbund shirts
    (2) Waiters – chefs de rang – as above
    (3) Waiters – commis – as above
    (4) Wine waiter – as above and badge
    (5) Head hall porter – jackets, trousers, ties, waistcoats, shirts
    (6) Second hall porter – as above
    (7) Head night porter – as above
    (8) Night porter – as above
    (9) Pageboys – as above
    (10) Receptionists – as appropriate
    (11) Head barman – as appropriate
    (12) Barmen – as appropriate
    (13) Chambermaids – dresses, aprons, caps, overalls
    (14) Cleaners – overalls, dresses
    (15) Carpark attendants
    (16) Lifeguard
    (17) Linkmen/doorman
    (18) Housekeepers – as appropriate
    (19) Room serve personnel – as appropriate
    (20) Valet – as appropriate
    (21) Lounge waiter – as appropriate
    (22) Pool attendants – as appropriate
    (23) Cloakroom attendants – as appropriate
    (24) Boilersuits – as appropriate
56. Light fittings
    (1) Including shades
    (2) Dressing table unit
    (3) Bed head
    (4) Standard lamps
    (5) Restaurant
    (6) Banqueting
    (7) Lounge
    (8) Pub
    (9) Function Bar
    (10) Foyer
    (11) Ladies' powder room
    (12) Discotheque
    (13) Coffee shops
    (14) Terrace
    (15) Balconies
    (16) Swimming pool
57. Special plastic paints
58. Sewage treatment plants, pumps and parts
59. Steam kettles and steam cookers and parts
60. Plumbing brass goods
61. Hair dressers' operating equipment:
    (1) Dryers – electric thermostatically controlled
    (2) Perming and tinting equipment
    (3) Sterilizers – electric thermostatically controlled
    (4) Hair dressers sanitary fitments
    (5) Special brushes, combs
    (6) Rollers – all sizes, plastic and nylon covered, with or without brushes, single or electric units
62. Hair nets and ear cushions
63. Perming papers
64. Telephone metering units and parts
65. Public address system and parts
66. Menu holders
67. Restaurant services stations
68. Bins – storage single and multiple units, tealeaf (with strainers), ash, pedal operated waste, refuse/swill
69. Shelving – solid or open cross bar type independent or for bracketing
70. Boards – chopping, cheese, pastry
71. Bowls – general purpose
72. Brushes –
    (i) Coffee urn
    (ii) Dock scrubbing
    (iii) Flour/pastry
    (iv) Wine block
73. Kettles
    (i) Water
    (ii) Fish with/without drainer and steamer lid
74. Pins – rolling
75. Racks wire pastry/cake cooling
76. Spatulas
77. Tins – bread – baking, cake, flan, sandwich, swiss roll, bun
78. Tapers
79. Cutting board – bar type
80. Staging
81. Baby chairs – standard folding
82. Credit card equipment
83. Chamois leather
84. Bathroom scales – portable
85. Cash boxes
86. Sewing machines and parts
87. Fire alarm system and parts
88. Fire fighting equipment and parts
89. Wine baskets
90. Barometer
91. Time clock machine and parts
92. Telex machines and parts
93. Fans and parts
94. Radios, televisions and parts
95. Telephone Kiosks
96. Mosquito netting
97. Insect repellent
98. Bread/fruit baskets
99. Change giving machines and parts
100. Umbrellas
101. Telephone amplifiers and parts
102. Paper –
    (1) Reproducing – for duplicator
    (2) Reproducing – for photocopying
    (3) Blotting
    (4) Tissue
    (5) Brown wrapping
    (6) Wax
    (7) Greaseproof
    (8) Kitchen
    (9) Graph
    (10) Typing
    (11) Tray, dish
    (12) Analysis
    (13) Rolls for use on accounting machines
103. Typewriter ribbons
104. Linen marking equipment
105. Grinders – double spindle type
106. 'Ram gun' – kinetic for toilets, sinks and drains and parts
107. Grease guns
108. Avemeters
109. Megga meters
110. Riveting guns and parts
111. Leak testing lamps
112. Flare machines
113. Chemicals – chlorine, soda, methylated spirit
114. Musical instruments and parts
115. Drills and parts
116. Discotheque equipment and parts
117. Sheet music and records
118. Pianos
119. Electric clocks and parts
120. Room charts
121. Reservation system cards, reception reservation systems, stationery and parts
122. Cabling
123. Filters
124. Cigar cutters
125. Microphones and parts
126. Projectors and parts
127. Screens and parts
128. Splicing machines and parts
129. Crumb collecting rollers
130. Crumb collectors
131. Plate warmers and parts
132. Fondu lamps and parts
133. Translating equipment and parts
134. Advertising matter and publicity material printed with the name of the hotel
135. Air walls
136. Fire proof china
137. Picnic coolers

Articles in Group Three

1. Glass bricks
2. Paper serviettes bearing indelible marks indentifying them as the property of a hotel or rest house
3. Safety matches in containers bearing indelible marks identifying them as the property of a hotel or rest house
4. Toilet paper bearing indelible marks identifying them as the property of a hotel or rest house
5. Timber – viz., teak logs and plywood
6. Appliances, apparatus, accessories and requisites for sports and outdoor games:
    (1) Underwater breathing apparatus, regulators, aqua lungs, air buoys, back packs, masks, pins, spear guns, air pumps
    (2) Motor boats
    (3) Flares
    (4) Flippers
    (5) Marker buoys
    (6) Line marker machine
    (7) Water skis
    (8) Surf boards
    (9) Sailing boats
    (10) Telescope
7. Trampolines
8. Ski tow ropes

9. Chemicals as applicable – bleach, tints, lacquers, conditioners, shampoos, dandruff correction treatments
10. Tennis nets
11. Tennis stumps
12. Tennis balls
13. Dartboards and darts
14. Card packs, chess sets, bridge and whist equipment, bingo cards
15. Staplers and staples
16. Stapler removers
17. Pencil sharpening machines
18. Plastic tape machine
19. Guillotines/paper trimmers
20. Paper perforators
21. Stamp racks
22. Adhesive tape
23. Scissors
24. Telephone and telex directories
25. Telephone and telex directories covers
26. Drip mats
27. Cocktail sticks
28. Shelving – slotted
29. Workbenches
30. Blowlamps
31. Stiltsens
32. Allen keys, sets of
33. Tommy bars (jemmy)
34. Punches – centre type
35. Steel tape – ordinary, neon, terminal
36. Combination squares
37. Planes
38. Hand braces
39. Office punches
40. Tennent boxes
41. Sash claps
42. Spoke shavers
43. Sand/glass papers
44. Flux – standard
45. Hemp
46. Jointing compounds
47. Lathes
48. Pipe bending tools
49. Pipe threading tools
50. First aid – general purpose. All items not available, particularly treatment for burns
51. Badges
52. Coat rails
53. Stretchers
54. Candle holders
55. Paintings – original and prints
56. Bibles
57. Cotton drill – diagonal weave long staple weight 5 ozs. to the linear yard and below.

MALAYSIA

Import control (1)

THE MALAYSIAN GOVERNMENT *Gazette* dated November 27, 1969, publishes the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 21) Order, 1969, which amends the Second Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1969, by the addition of the following articles:

Heading No.	Description of Goods	Country
48.07	Paper and paperboard, impregnated, coated, surface-coloured, surface-decorated or printed, (not being merely ruled, lined or squared and not constituting printed matter within Chapter 49 (of the Malaysian Customs Tariff)), in rolls or sheets:	
490	Carbon paper	All countries
48.13	Carbon and other copying papers (including duplicator stencils) and transfer papers, cut to size, whether or not put up in boxes:	
100	Carbon paper	All countries
98.08	Typewriter and similar ribbons, whether or not on spools; ink-pads, with or without boxes:	
100	Typewriter ribbons	All countries

This notice means that the goods appearing in the second column and originating from any country are subject to special licensing when imported into the States of Malaya.

Import control (2)

THE MALAYSIAN GOVERNMENT *Gazette* dated November 27, 1969, publishes the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 22) Order, 1969, which amends the Second Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1969, by the addition of the following:

Heading No.	Description of Goods	Country
69.08 100	Glazed wall tiles	All countries

This notice means that the goods appearing in the second column and originating from any country are subject to special licensing when imported into the States of Malaya.

USSR

Correspondence with Commercial Department of British Embassy, Moscow

WHEN WRITING to the Commercial Department of the British Embassy, Moscow, for information or about an intended visit, firms should bear in mind that it can take up to two weeks for letters to arrive and sometimes longer.

If firms are asking for appointments to be made for them with Soviet organizations it is essential that the Commercial Department be in possession of the fullest possible details of an intended visit at least ten days in advance.

The use of telex where communication is almost instantaneous, is, of course, preferable in most cases.

The address of the Commercial Department is: Commercial Department, British Embassy, Kutuzovsky Prospekt 7/4, Moscow G-248, USSR. The telex number is Moscow 341.

John Dewar & Sons Ltd., Perth, recently appointed the ETS Wine Agency W/S of Copenhagen as distributors for their 'White Label' and 'Ancestor' scotch whisky in Denmark. Seen here is HM British Ambassador, Mr. Murray MacLehose, at a party to celebrate the new business relationship, and about to christen a young show-jumper bought by the chairman of the company, Lt.-Col. Erik Troels Smith. The horse was christened with the 'hard stuff' and was appropriately named 'White Label.' Also in the picture are Miss Troels Smith and Mr. R. W. Brown, sales manager of John Dewar & Sons Ltd. (L to r.) Mr. J. Enerson, director ETS Wine Agency A/S; HM Ambassador; Miss Troels Smith; Mr. R. W. Brown, director, John Dewar & Sons Ltd.; Lt.-Col. and Erik Troels Smith.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1* (01-248 9876, *Ext.* 6147).

NEW ZEALAND

Customs tariff inquiry: floor coverings

THE MINISTRY of Industries and Commerce has referred to the New Zealand Tariff and Development Board, for inquiry and report, the question of import duties and import licensing affecting floor coverings.

The goods in question are classified in the tariff items set out in the Schedule to this notice.

The public inquiry will take place in Wellington on Tuesday, March 17, 1970, at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Acting Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Tuesday, March 3, 1970. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade', telephone Wellington 43-706; (the BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ) and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 778/69.

SCHEDULE

Tariff Item	Description	Rates of Duty: British Preferential	Most Favoured Nation	General
39.01	Condensation, polycondensation and polyaddition products, etc.:			
	Plates, sheets, strip, film and foil:			
39.01.61	Floor coverings	15%	30%	55%
39.02	Polymerization and copolymerization products, etc.:			
	Plates, sheets, strip, film and foil:			
39.02.61	Floor coverings	15%	30%	55%
39.07	Articles of materials of the kinds described in headings Nos. 39.01 to 39.06.			
Ex 39.07.99	Other articles, viz., floor coverings	32½%	50%	60%
40.08	Plates, sheets strip, rods and profile shapes, of unhardened vulcanized rubber:			
40.08.01	Flooring in the piece	15%	30%	55%
40.08.02	Mats, rectangular, made by cutting from the piece	27½%	..	55%
	Other kinds:			
	Wholly of rubber:			
Ex 40.08.05	Of expanded, foam or sponge rubber, viz., floorcoverings	15%	..	35%
		Aul. Can. 20%		
Ex 40.08.06	Other, viz. floorcoverings	15%	..	35%
		Aul. Can. 20%		
	Principally of rubber:			
Ex 40.08.07	Of exapnded, foam or sponge rubber, viz., floorcoverings	15%	..	35%
Ex 40.08.09	Other, viz., floorcoverings	15%	..	35%
40.14	Other articles of unhardened vulcanized rubber:			
40.14.02	Moulded rubber mats and mats of non-rectangular shape made by cutting from the piece	27½%	..	55%
Ex 40.14.19	Other, viz., floorcoverings	32½%	47½%	57½%
45.04	Agglomerated cork, etc.:			
Ex 45.04.01	Agglomerated cork: In sheets, viz., floorcoverings	Free	..	Free
	Articles of agglomerated cork:			
45.04.04	Floor mats and tiles	15%	30%	55%
48.12.00	Floor coverings prepared on a base of paper or of paperboard, whether or not cut to size, with or without a coating of linoleum compound	15%	30%	55%
59.10	Linoleum and materials prepared on a textile base in a similar manner to linoleum, etc.:			
59.10.01	Linoleum and materials prepared on a textile base in a similar manner to linoleum, whether or not cut to shape or of a kind used as floor coverings	15%	30%	55%
		Aul. 9%†		
59.10.09	Other	15%	30%	55%
		Aul. 9%†		

†To be reduced to 6 per cent on January 1, 1970.

ART REPRODUCTIONS TO FINLAND

Prints for Pleasure who markets framed art reproductions, expect business worth more than £32,000 during the Board of Trade's 'Britain in Finland – 1970' export drive. This will be the company's first year of operations in Finland. Test marketing began in June 1969, through Prints for Pleasure's agent Mauri Rautkari of Lahjatukku Oy in Helsinki. Later, executive director Robin Sudbury, and exports development executive Colin Macpherson, went to Finland to launch conferences in Helsinki and other major towns, which were followed up by personal visits to accounts. New warehouse space will be built for Lahjatukku Oy, and Finland will become the base for export drives throughout Scandinavia.

NATIONAL REFERENCE LIBRARY OF SCIENCE AND INVENTION (Holborn Division)

'Knowledge is of two kinds. We know a subject ourselves, or we know where we can find information upon it.' – Dr. Samuel Johnson, April 18, 1775.

Dr. Johnson did not, of course, know the National Reference Library of Science and Invention (Holborn Division), which was set up in 1855 under the name of the Patent Office Library, but he was clearly in sympathy with its function. 138,000 people in 1966 came to find scientific and technical information available on the Library's shelves. Ten miles of literature, including 9,000 current periodicals, are freely open to the public without formality. Photocopies at 9d. a page can be provided quickly by post and immediately to personal callers. Do your staff make enough use of these facilities? The Library is at Southampton Buildings, Chancery 10 a.m. to 1 p.m. Saturdays.

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.

Orders for advertisements should be addressed to **HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.**

Replies to Box Numbers should be addressed to **Box No.—Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1**

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

CENTRAL/EASTERN EUROPE: Senior Sales Executive, independent, with close business contacts and wide experience, offers services to British firm on retainer/commission basis. Box No. S.6963.

THE SMALLEST BOTTLE OF SCOTCH WHISKY in the World? In a Matchbox in fact. Home/Overseas inquiries welcome Special line, Tartan-back Playing Cards. Cumbrae Supply Co., 5, Erskine Square. Glasgow. S.W.2.

MOROCCO-BASED SENIOR EXECUTIVE seeks full or part-time engagement, marketing/representation/promotion – industrial, commercial or consumer. Box No. S.6967.

THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry. - J. & F. Pool Ltd., Hayle, Cornwall. Tel. Hayle 3213 Telex 45286.

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd. are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for remoulding, scrap tyres for industrial purposes, expertly graded to customers requirements, credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montagu Industrial Estate, Edmonton, London, N.18. Tel. EDMonton 2150.

NEW ZEALAND, *continued*

Tariff changes: articles of base metal

DETAILS are given below of changes in the New Zealand Customs Tariff which came into effect on October 10, 1969:

Tariff Item	Description	Unit	Rates of Duty		
			British Preferential	Most Favoured Nation	General Tariff
CHAPTER 83. Miscellaneous articles of base metal.					
83.09	Clasps, frames with clasps for handbags and the like, buckles, buckle-clasps, hooks, eyes, eyelets and the like, of base metal, of a kind commonly used for clothing, travel goods, handbags, or other textile or leather goods; tubular rivets and bifurcated rivets, of base metal:				
	Frames with clasps for handbags and the like:				
83.09.11	Frames measuring not more than 8 in. in width between the hinges	..	30% or†	..	60% or†
83.09.12	each	..	8c	..	8c plus 30%
83.08.13	Other	..	30% or†	..	60% or†
83.09.14	each	..	25c	..	25c plus 30%
	†Where alternative rates are shown the rate chargeable is that which returns the higher duty				
83.09.15	Buckles, buckle-clasps and the like	..	Free	..	25%
83.09.16	Hooks and eyes and the like	..	Free	Free	Free
83.09.17	Eyelets and the like	Thousands	Free	Free	Free
83.09.18	Rivets, tubular and bifurcated	Thousands	Free	..	20%
83.09.19	Other	..	25% Aul / Can } 35%	50%	60%

The following items were revoked on October 10, 1969:

83.09.01	83.09.03	83.09.05
83.09.02	83.09.04	83.09.09

Any inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting Ref. CRE 1716/67.

CHILE

Customs schedule amendments

CHILEAN GOVERNMENT Decree No. 2401 published on November 29 halved the existing duties and *ad valorem* charges on machinery, equipment, apparatus and instruments imported for use in installing or improving systems of quality control, provided each individual importation has been approved by the Development Corporation (CORFO).

BRAZIL

Imports of equipment for adapting vehicles for physically handicapped

IMPORTS of equipment intended to adapt locally manufactured automobiles for use by physically handicapped persons unable to drive normal vehicles may enter Brazil free of import duty and exempt from the manufactured goods tax provided that there is no national similar and subject to certain regulations.

Details of the regulations may be obtained from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 or 476).

PANAMA

Agency legislation

HM EMBASSY in Panama City report the promulgation of Cabinet Decree No. 344 on October 31, 1969, giving protection to agents, representatives and distributors in Panama against arbitrary termination of agency contracts by their principals. The Decree also obliges agents in Panama to register their agency, representation or distribution rights with the Department of Commerce of the Ministry of Commerce and Industries.

Under Article 5 of the Decree, the agent of a foreign concern carrying on business in Panama is entitled to cash compensation if his contract is terminated or unrenewed without just cause. The amount of compensation is determined by the agent's length of service and on the average annual earnings obtained by him for his principals. For example, an agent who has served less than five years is entitled to the equivalent of the average gross annual earnings obtained by him during the period, with respect to the product or service in question If, at the maximum rate of compensation, the agent has served for 20 years or longer his compensation amounts to his gross earnings of his last five years of service. Furthermore the foreign concern must purchase the stocks of its products from the former agent at warehouse cost price plus the expenses incurred by the goods during all the time they have remained in the warehouse.

Article 6 sets out 'just causes for the cancellation, abrogation, modification or refusal to extend an agency, representation or distributorship.' These include, non-fulfilment of contract clauses, fraud, breach of confidence, incompetence, negligence, continued diminishing sales atrributable to the agent, or any act attributable to the agent which hinders the proper carrying out of the representation, sale or distributorship.

An unofficial translation of Decree No. 344 may be seen at Export Services Branch, Board of Trade, Room Jo2, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 477).

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UNITED STATES

Control of air pollution from motor vehicles

THE *Board of Trade Journal* of August 20, 1969 gave notice of a proposed amendment to the labelling requirements for new motor vehicles and new motor vehicle engines beginning with the 1970 model year which are subject to the air pollution control regulations.

After consideration of the comments received, the United States Department of Health, Education and Welfare has announced details of an amendment to the regulations with an effective date of March 10, 1970.

Inquiries about this notice should be addressed to Tariff Section, United States, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457), Reference FR 10.12.69.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of a wide range of British products in most overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

FILMS FOR EXPORTERS

THE BOARD OF TRADE has prepared three films on exporting which are suitable for showing to Chambers of Commerce, Trade Associations, Export Clubs and other organizations who have an active interest in exporting. All three films were produced for the Board of Trade by the Central Office of Information and are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, W.3 (Tel. 01-743 5555).

They are:

'Shop Windows for Exports.' A 20-minute 16 mm. film in colour which describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions. It shows how a manufacturer can select those 'Shop Windows' best suited for his product.

'The Friendly Invasion.' This 12-minute film in colour was made at the Brussels and Toronto British Weeks in the autumn of 1967. It explains how British Weeks can be the ideal way for consumer goods manufacturers to increase their sales in export markets.

'Call Export Intelligence.' A 30-minute film in colour describing the Government's services for exporters and how they can be used by firms to increase their exports. It shows the work of the Board of Trade's Export Services Branch, Regional Offices and the Commercial Departments of our Embassies, Consulates and High Commissions overseas. No actors were used for this film. All the officials, commercial officers and businessmen appearing in the various scenes shot in Britain and Denmark actually do the jobs shown in the film.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

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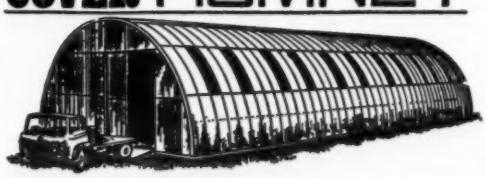

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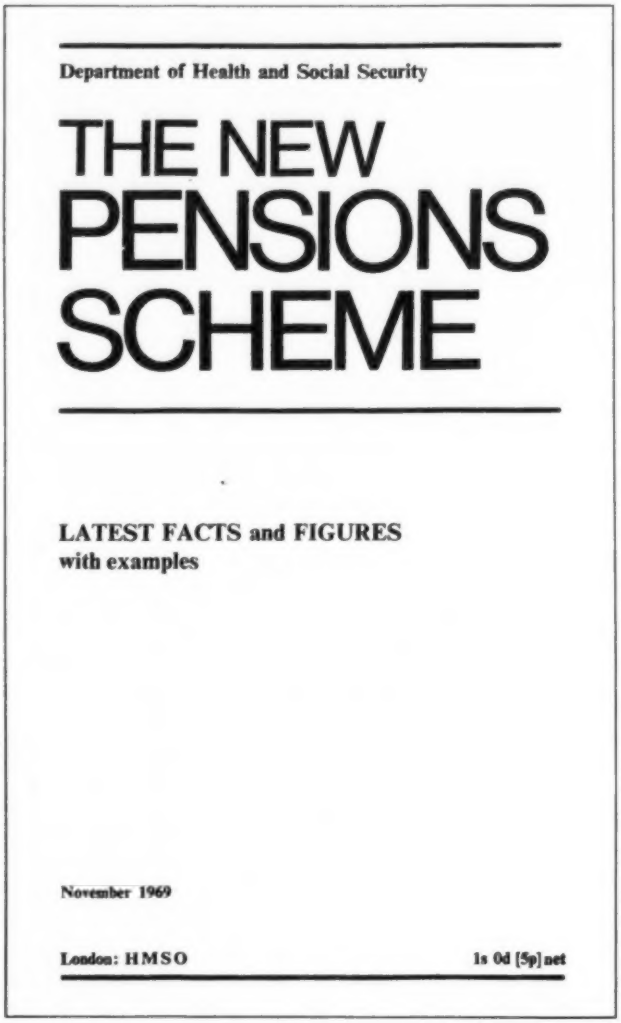

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